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REMOTE STORAGE





CROCKERY AND GLASS JOURNAL



Vol. 65. No. 1

NEW YORK, JAN. 3, 1907.

\$2 per Year



REMOTE STORAGE

The Complete Line of Our _____

Import Samples

**in China, Glassware, Dolls, Toys and
Fancy Goods,**

will be ready early in February. It will be the greatest collection of striking novelties and specialties we have ever shown.

The jobbing lines are on display now. The increasing demand for imported goods urgently prompts the advisability of large buyers placing their orders earlier, to insure satisfactory deliveries.

We have brought out some new
shapes and decorations in

DINNERWARE.

They are original and very
striking.

The STROBEL & WILKEN CO.,

591 Broadway, New York.

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Imperial glass company.

Our sample room at our factory in Bellaire is waiting for the buyers with some of the most striking novelties yet offered by us.

Bellaire is situated on the main line of the B. & O. Railroad, or can be reached by a half-hour trolley ride from Wheeling. From Pittsburgh it will take you about two and one-half hours via Wheeling to Bellaire. About one hour's ride via Penn. Railroad will bring you from East Liverpool directly to Bellaire.

You are cordially invited
to visit us in Bellaire, or to
look over our new goods in
the following sample rooms:

in Boston	at 64 Federal Street.
" New York	" 32 Park Place, ground floor.
" Baltimore	" 122 West Baltimore Street.
" Roanoke	" 129 Norfolk Avenue, East.
" Memphis	" 26 South Main Street, opposite Peabody Hotel
" St. Louis	" 701 Locust Street.
" Cincinnati	" 437 Main Street.
" Indianapolis	" 22 South Capitol Avenue.
" Detroit	" 99 Woodward Avenue.
" Chicago	" 95 East Washington Street, Room 25.
" Omaha	" U. S. National Bank Building, Room 35.
" Denver	" 1517 Lawrence Street.
" Salt Lake City	" 129 East Third South Street
" San Francisco	" York Street, near 20th (care of Himmelstern Bros).

Bellaire, Ohio.



NEW YORK, JAN. 3, 1907.

THE CONDITION OF BUSINESS.

The close of a year always brings busy times to the crockery man. Stock-taking is now in order—in fact, many firms have been at work in this direction for some time. With the completion of this task the display of import samples will begin. The early days of a new year do not usually bring much business; but this year is an exception. Some firms have been booking large orders right along, and requisitions by mail have been exceptionally heavy.

The manufacturers of German goods are eager to extend their trade in the United States and have put forth great efforts to produce the kind of ware which will meet the approbation of buyers. When the spring display is ready for inspection this fact will be at once apparent.

French goods for the last two years have been steadily gaining in favor. Factories are well filled with orders for spring delivery, and the prospects are that the orders for fall goods will be very much greater than last year.

English importers have had a phenomenal trade for spring delivery as compared with recent years, and some earthenware manufacturers are so crowded with orders that they cannot take new ones and promise delivery before June or July. English china continues its growth in popularity. From present appearances, the Englishmen will have to enlarge their china plants.

The record of nearly \$16,000,000 worth of American crockery manufactured last year tells its own story. The American potter is steadily progressing. Many of the larger firms are turning out excellent things in fancy goods in addition to tableware lines. They are learning by experience that it pays to put time and money into designs and shapes.

The year of 1906 was a record breaker in the matter of glassware sales, but the prospects are that 1907 will excel it.

Jobbing lines in lamps are now ready, and it looks like clear sailing for the early spring business. Not so many firms compete for the trade in decorated lamps as in days gone by; consequently those who remain are doing well. Metal lamp manufacturers are putting out excellent goods and are making great strides in artistic electroliers and portables. The opportunities in this direction are immense.

In housefurnishing goods there seems to be an ever-increasing demand. Manufacturers carried over many unfilled orders, and new ones are constantly coming in. High prices have no effect in lessening the demand. On the contrary, every advance seems to increase orders.

The retail holiday trade was immense—depleted stocks everywhere. The houses that carry dolls and

toys were simply swept clean. A brisk demand from these sources must naturally follow early this year

All of the factories here are in splendid shape for the opening of the spring season. Despite the heavy strain on their productive capacities up to within a couple of weeks of Christmas, they have accumulated fairly large stocks for the early purchasers. The traveling salesmen have been spending considerable time during the past few days at the potteries with the object of acquainting themselves with the new lines. While the latter contain but a couple of fresh shapes, the decorative innovations never before were so numerous. The art directors have simply outdone themselves this season, and the local concerns are quite certain to experience the benefit of this activity and originality.

With the new prices in effect, the East Liverpool potters of the East Liverpool district believe that every manufacturer in the United States will abide by his "word" as given at the Pittsburgh conference. "Heretofore we took them down to Washington once a year and swore them in. After that it appeared to be a case of go-as-you-please," said one of the largest manufacturers. The word of a good business man is generally assumed to be as good as his bond, and because of this belief those who have maintained the old lists believe that others who have been guilty of price-cutting will stop the practice. The outlook, judging from the orders received during the last week, denotes an enormous business for the spring run.

The new year starts off well—quite a fair amount of orders being received through the mails. A big attendance of buyers is expected at the annual exposition now on, and everything points to an immense business the coming season.

AN IMPORTANT BUSINESS EXTENSION.

DURING the past few weeks Chas H Woodbury, of Mitchell, Woodbury Co., Boston, has been a frequent visitor to New York, his purpose being to rent a store in the crockery district. Desirable ware-rooms are scarce; so, finding that it was impossible to hire what he wanted, he quietly negotiated for the purchase of the buildings Nos 28 and 30 West Broadway, now occupied by Edw. Miller & Co., and on Thursday afternoon of last week the deal was consummated. They will take possession May first. As soon after that as alterations and improvements can be made a full line of china and glass will be shown

under the management of A. A. Bean. They will exhibit their import samples at their present local showrooms, 32 Park Place, until such time as they can enter upon their own premises. Mr. Bean will also handle the line of cut glass from the Kohinoor Cut Glass Co., Jermyn, Pa.

ONE OF MARSHALL FIELD'S QUIPS.

TRAGEDIAN John Griffith tells this good story of the late Marshall Field, the Chicago merchant: "Mr. Field was a kindly man, spoke ill of no one, and when his opinion was asked of a person, and it was not a favorable opinion, he would express it in such a gentle way that its sting would be quite lost.

"Once, at a dinner, I praised the conversational talent of a man across the table. I said to Mr. Field:

"Do you know him?"

"I have met him," he answered.

"Well, he is a clever chap," said I. "He can talk brilliantly for an hour at a stretch."

"Then, when I met him," said Mr. Field, "it must have been the beginning of the second hour."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end g Dec. 15, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 15, '06	Correspond- ing period 1905
Boston	62	9	6827	5118
New York	113	17	6790	6915
Baltimore	251	222	14150	11180
Philadelphia	86	1131	1181	872
New Orleans	288	125	4820	3377
Newport News			1167	1044
San Francisco	82	22	1565	1184
Portland (Me.)	28	3	1845	473
Galveston	1	10	1389	836
Portland (Or.)	...	...	1023	531
Inland Points .....	....	14	9941	12369
Total...	911	531	50648	43899

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end g Dec. 15, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 15, '06	Correspond- ing period 1905
New York	109	163	6730	7014
Boston	62	9	6745	4910
Philadelphia	86	...	1089	869
Baltimore	251	222	14339	11413
San Francisco	82		1535	1183
New Orleans	286	125	4837	3379
Portland (Me.)	...	3	1063	328
Galveston	1	10	1309	822
Newport News	...	...	1082	1113
Portland (Or.)	...	...	1074	531
Inland Points .....	....	14	10612	12059
Total....	877	546	50415	43621



The Salesmen's Banquet.

Greatest attendance in the history of the organization. All former affairs of the kind completely eclipsed.

ALL former social triumphs of the Pottery, Glass and Brass Salesmen's Association were eclipsed on Thursday evening, Dec. 27, the occasion of the fifteenth annual banquet of the organization. Even the most optimistic among the committee having the details in charge were quite unprepared for the large representation of members and invited guests. There were exactly 183 diners—a total that completely overshadowed any previous attendance in the banqueting history of the association. The smaller of the two ballrooms at the Hotel Astor, which was at first expected to be larger than the demands of the affair required, was barely capable of accommodating the party. In addition to the elevated table at which sat the new and retiring presidents of the association and also the speakers of the evening, there were twenty-four tables of varied size, some having a seating capacity of only six, while others accommodated ten or a dozen. Those in attendance were:

Charles S Whitman	Wm K Andrews
James J FitzGerald	W C Evans
W S Pitcairn	Simon Meyer
Chas E Finlay	P H Brown
John J Delany	G E Meissner
S Parkes Cadman	Wm H Schreiber
Henry W Knight	W J Straub
C H Taylor	Edw A Unger
Robt D Abell	Chas A Postley
H B Younglove	Thos Oshima
Ingenieur K Fenkl	Alex G Menzies
V Aschoff	Henry Siegel
O L Sutherland	Arthur G Stier
Walter M Manes	A E Elfelt
S E Steininger	Geo Ohl
D Littlejohn	Nathan Dessau
Henry Luniak	H Kaiser
Oscar F Zeiller	Leon Sultan
Richard W Tapp	Morris Appel
E F Reusche	Thos Smallwood, Jr.
Louis Ott, Jr.	L S Owen
Robt S Rodger	W E Knowles

D C Tracy	Chas Weiss
W H Shindler	Andre Guerin
Geo M Jaques	F Barny
Thos F Waldron	A G Moment
H J Gluth	J W French
A F Lemcke	Geo T Jackson
Harry A Ostermayer	J K Wilson
G S Lemcke	A A Bean
G E Clapp	W J Noble
G H Birch	John Arthur Davison
Geo A Fehn	James Davison
John H Harris	John Davison
Fred C Herr	Arthur V Rose
R M Wright	W M Taylor
A J Brech	W A Wilcox
Jos Hurd	John F Geraghty
W C Dodd	William H Otten
Benj T Kissam	E Claude Wilson
Frederick Reynolds	H G Freese
Bradford Yarwood	Joseph Burroughs
W S Harris	William McClelland
Jos F O'Gorman	Chas Herman
F H Ruhe	Otto Thurnauer
Charles Ruhe	Harry M Hollander
Fredk P Gelbach	Max Leve
W G Neuman	David L Wise
Jas D Bergen	Louis Levien
H R Churchill	Henry Bigart
Henry Endemann	Oscar Kopel
Geo P Knapp	William M Benham
Frank S Mills	C H Woodbury
Lindsay E Adams	Robert Slimmon
Geo E Anthony	A W Peardon
H S Mirrieles	Wm Scammell
John T Eagleton	E B Huber
A C Griffith	L D Seixas
T F Stackpole	J Hartman
W W Ferry	J F Mitchell
Harry P Muirheid	Thos Lawley
De Witt M Benham	S F Pielow
Arthur S Higgins	Haddow Slimmon
J Duncan Dithridge	John A McKay
Wm A Lathrop	John Nixon
Albert G Keinath	A J Mueck
J Joseph Snyder	A C Haines
Geo M Abbot	Edw Butler
J F Palmer	J G Ernst
E J Lockard	A J Fondeville
W A Maier	H Van Iderstine

Wm Albert	Albert E Snow
James W Stewart	W W Magee
A M Maddock, Jr	J H Kissam
E I Hughes	S P Arnold
W R Demorest	J H Venon
Harry L Seixas	Jas Douglass
Geo Hamilton	Christian Dierckx
E M Uniack Jr.	Jules Dierckx
H B Hollis	J K Grear
A H Hays	Charles T Woolley
Kennard L Wedgwood	E C Mayer
E John Ridgway	John H Hohman
N C Walker	A H Sharpe
Chas Henry Matlage	Edw M Ross
Ernest V Connolly	Frank W Primrose
Geo H Service	John J Hines
Wm F Dorflinger	George D Harrison
C L Horning	Fred D Farrell
E D Wetton	Charles B Bergen
W A Foster	Thomas F Magrath
E C Ledger	

While the dinner was announced for 7:30, the members and their friends began to arrive much earlier. Some, in fact, were on hand before seven in order that they might more fully enjoy the informal reception which annually precedes these affairs. This preliminary reunion of old friends and the cultivation of new acquaintances has very properly come to be regarded as one of the very pleasant features of a thoroughly jolly occasion.

After the party had adjourned to the banquet-hall, Retiring-President Taylor briefly expressed his appreciation of the assistance that the members had lent him during the term he was about to close. He hoped for and was assured that the same loyal support would be accorded his successor, Mr. Pitcairn.

Reference to the latter's name provoked rounds of hand-clapping that were accompanied by cheers when he arose to speak, and it was a couple of minutes before the gathering quieted enough to permit his voice to be heard. Then Mr. Pitcairn very judiciously expressed his disinclination, at that critical moment, to measure popularity with the food, and said that he would defer his remarks until after their sharpened appetites had been satisfied. This piece of epicurean diplomacy increased—if such a thing were possible—the popularity of the new presiding officer, and the banquetters proceeded to direct their closest attention during the next hour or more to the interior consideration of a splendidly-prepared menu.

Jollity reigned supreme during the progress of the dinner. There were frequent exchanges of repartee, recitals of anecdotes peculiarly appropriate to the occasion, and singing. The latter started in a balcony at one end of the room, where two young men with rich and resonant baritone and tenor voices rendered the verses of numerous popular songs. They were not obliged to exert themselves very greatly on the choruses, for the banquetters early betrayed a thorough familiarity with the words and melodies, and an equally keen desire to give their lungs wholesome exercise. This general disposition to indulge their happy feelings soon dissipated whatever reserve might have been occasioned by the mingling of employer and employee. As President-elect Pitcairn very aptly and gracefully put it: "We meet here to-

night on a level basis," and the demonstration which greeted this expression indicated that Mr. Pitcairn's opinion was shared by his listeners.

Coincident with the distribution of coffee and cigars the addresses began. Before introducing the first speaker, President-elect Pitcairn took occasion to emphasize his pleasure at the privilege of presiding at the banquet, and said he would do his level best to maintain the high standard established by his predecessors in the office of president. "There are at present," he continued, "six hundred and seventy-five men in the association, and they are six hundred and seventy-five of the finest fellows in the world. They constitute the greatest selling staff that represents any class of manufacture."

Mr. Pitcairn referred further to the value of competent salesmen, compared to whom the perfection of the factory or office system was quite insignificant. In closing, he paid a nice compliment to Messrs. O'Gorman and Mirrieles, particularly, for their unselfish labors in behalf of the organization.

The first of the invited speakers introduced was Chas. A. Finlay, president of the Aetna National Bank. He requested the "indulgence and pity" of his auditors on the ground that the committee had at the last moment changed the subject assigned to him. Said he:

"When I was invited to be your guest it was clearly stated that I was privileged to select my own subject. Three weeks ago I decided that 'Success' would prove an appropriate topic, and I feel more certain than ever right now that it would have met with your approval because you all look like ready money. Carlyle said that some men have a letter of credit on their faces. Your president has two of them. But to get back to my complaint. After carefully preparing myself on the subject of 'Success,' your committee this afternoon advised me that I would be expected to discuss 'Our Neighbors.' But I am rebellious, and I intend to talk about success, no matter what happens.

Let us be serious for a moment and consider what success is. Success follows intelligent effort. It means doing the right thing at the right time. He who gives to his customers the fullest value for the dollar that he takes will prove the successful man of the future. Success is attained only through honesty. Contrast the honest and the dishonest man. The former is like an open-faced watch—he has nothing to conceal. He speaks the truth without evasion or restraint. The latter tells a lie when the truth would serve the purpose even better. It culminates at last in the deceiver deceiving himself. The worst-fooled man in the world is the one who fools himself. Literally speaking, he picks his own pocket. In fact, the dishonest man daily commits commercial suicide. To be permanent and of a quality to bring contentment and felicity, effort must be honest and intelligently directed."

Magistrate Chas. S. Whitman prefaced his remarks by an allusion to the manner in which President Pitcairn had introduced Mr. Finlay: "He stated that Mr. Finlay had met some of you under other conditions. I can say truthfully that I never before saw any of you under other conditions." The laughter that greeted this sally proved that the fame of the magistrate and his West Side court had previously reached the attention of the salesmen. Then Mr. Whitman referred to the change in the subject of



Salesmen's Banquet at Hotel Astor, December 27.

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his toast: "It was originally 'The City of New York,' but I notice by the programme that it has been changed to 'Town Topics' Now, let me assure you before proceeding further that these subjects won't harmonize 'Town Topics' may stand for the city of

glorious morning the English gave it up to the Americans And the Americans have been giving up ever since. What is more, we have had and still have a good deal to give. A Chicago man once remarked that New Yorkers seem to think their town is the whole squeeze. And so we do We claim that it's



CHARLES E. FINLAY.



REV. DR. S. PARKES CADMAN.



JUDGE CHARLES S. WHITMAN.

New York, but the City of New York will not stand for 'Town Topics.' " Continuing he said:

"It's an old saying that New York never fights and always surrenders to the other and gets the money. Remember how the English turned New York over to the Dutch; how the Dutch, in turn, handed it back to the English; and how first the English and then the Dutch surrendered its possession until one

not only the biggest town in the United States, but also just a little better than any other that the sun shines on. We are not afraid of the immigrant here in New York. On the East Side you will find men who not only do not understand a word of English, but who do not even seem capable of appreciating what an interpreter is endeavoring to say to them. But go into a public school in the heart of the district and hear the chorus of little voices ring out 'The

Star Spangled Banner,' and you will not be afraid that these children of the immigrants will ever hand New York over to anarchy. It is in such schools that you hear more about Washington and Lincoln than was ever heard in any of the 'little old red school-houses on the hill.'

"Conditions in New York are not at all bad. The state of things socially, politically and financially here every year not only does not become worse, but positively better. In a speech not long ago a famous ecclesiastic said that the terrible evil of divorce boomed the destruction of the home, and referred to the simple life of our forefathers, saying that in their time separation and divorce meant social ostracism. Now, I will read a letter written by a gentleman to his son from London, England, in December, 1765: 'My Dear Son—One hears nothing nowadays but the separation of men and their wives. There are many such cases that do not surprise me, and there are other marriages that I wonder at because of the fact that the couples continue to live together.'

There is a sample of the simple life of our forefathers. We are not growing worse. The city is improving socially, morally, politically and financially. The East and West sides are growing better every day. But I'm not so sure about Fifth avenue."

"If I could only turn the energies of you gentlemen into the church," began Rev. S. Parkes Cadman, whose topic was 'Crockery and Human Life,' "I feel sure that we would redeem New York in short order. The only warmer affair of which I entertain a recollection was a colored camp meeting that I once attended." He then continued:

"The laudation of New York a few minutes ago by a fellow-speaker was truly inspiring. The way we arrogate things to ourselves is very satisfactory if they only had existence in fact. Take, for instance, the average Philadelphian. He will solemnly assure you, if questioned, that the Schuylkill runs through Philadelphia. Yet everybody knows that nothing ever ran through Philadelphia. Let the average New Yorker be asked while in Boston what is the best thing about that city, to his way of thinking. Invariably he will reply: 'The 5:40 train for New York.'"

Another quip by the speaker before settling down to business was the following:

"A man of my calling had been ministering to the spiritual wants of the father of a house, and returned one morning to learn that the man had died. The deceased's young son met the clergyman at the door. 'What were your father's last words?' inquired the minister. 'He didn't have any,' was the boy's reply; 'mother was with him up to the last minute.'"

Dr. Cadman stated that he was born in the heart of the pottery district of Staffordshire and had lived among potters for many years—in fact, his family had contained an artist of distinction in the line. After referring to the influence of beautiful pottery upon the taste of the community and comparing the productions of to-day with those of fifty years ago, he continued:

"The men who are responsible for the ceramic creations that delight our sense of beauty are what Thomas Carlyle described as 'unaccredited heroes.' They have buried themselves in the Dresden and Staffordshire factories and have never been heard of. But the artistic instincts they have imparted to a susceptible clay have wielded a powerful influence in bettering our idea of the higher and purer things in life. When I wander through a china and glass store and observe the multitude of designs and the skilfulness of execution I think of the men behind them who have

bread to eat of which the millionaire who dines off those plates knows nothing. The daintiness of shape and the harmonious blending of color demonstrate the soul of the man who is responsible for them. Then I think of the rubbish heap, where the 'seconds' or imperfect wares find refuge. In that pile are the pieces that have failed to come up to the standard. They bear testimony of wasted workmanship. One little fissure, perhaps has been responsible for their relegation to this heap. And isn't it, after all, the same with human life? None of us is stronger than our weakest part. The making of pottery ought to furnish a lesson to all of us. We are all clay at the bottom, and we amount to just what we make of ourselves."

In closing, Dr. Cadman declared that if he were paid all of the commissions to which he was entitled for lauding the pottery industry the "auto" in which he had come to the banquet would scarcely prove large enough to hold them. He touched upon the sacrifices to the ceramic art of Palissy and Wedgwood, and closed with the applause-provoking declaration: "You gentlemen represent nobility as well as business."

In the absence of Judge Thos. C. O. Sullivan, who was prevented from attending by illness, President Pitcairn called upon ex-Corporation Counsel John J. Delany to respond to the absentee's toast, 'Sessions Other Than General.' While unprepared for a talk, Mr. Delany proved more than equal to the situation. He verbally painted his conception of a judge sitting on the criminal bench as follows:

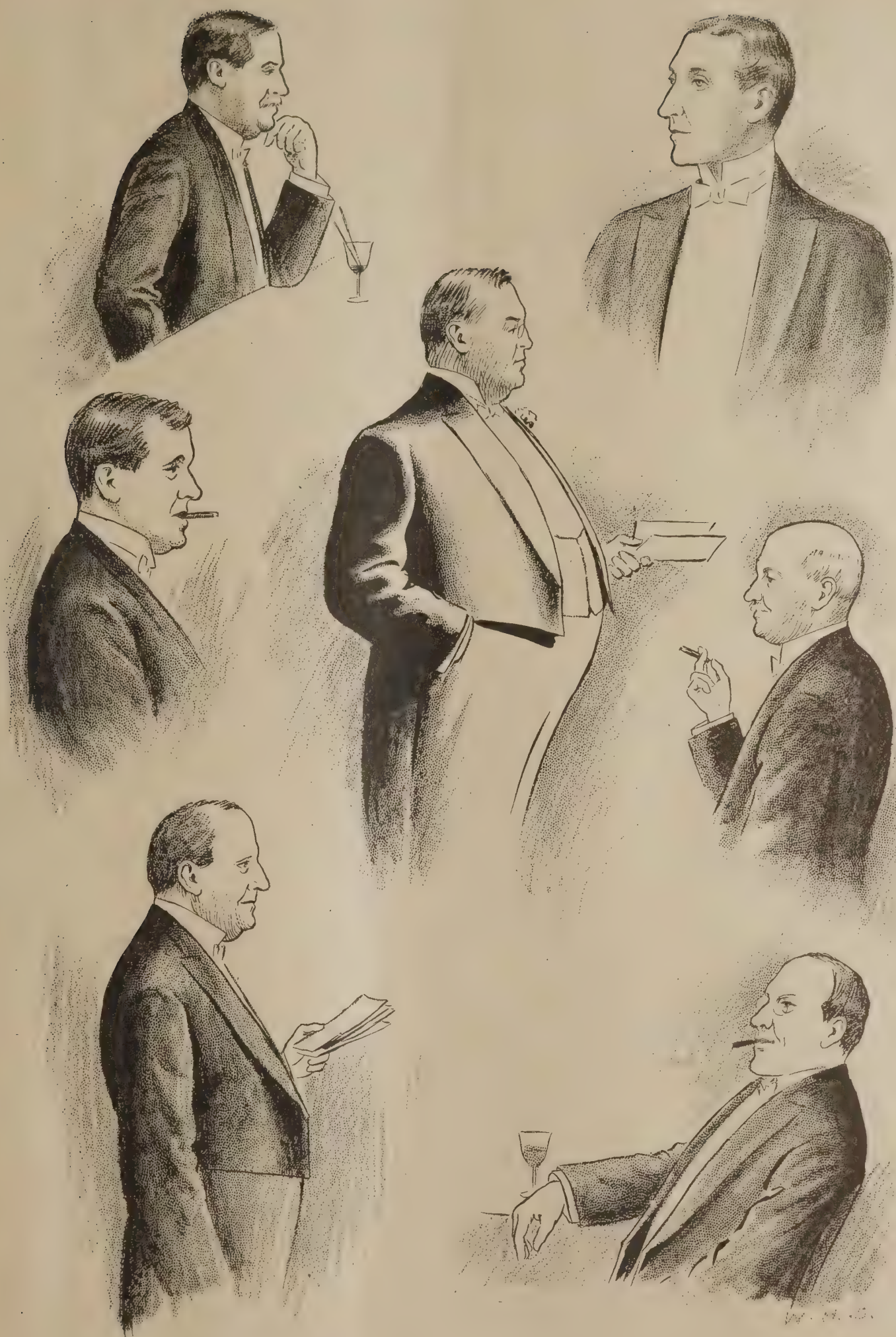
"Justice covers him like a robe of ermine, and he is conscious all the while of the equality of man. He recognizes that He who had made him had also made the poor unfortunates arraigned before him. The weakness of human nature, the turpitude of mankind, and man's inhumanity to man are paraded before him day after day and year in and year out, and yet he never permits the milk of human kindness to sour in his breast. That, briefly, is my idea of a judge interpreting justice."

Then Mr. Delany went on to point out the wisdom of applying this same element of kindness to one another in the routine of business. He found much to endorse and approve of in social reunions of the character of the banquet, for they afforded an opportunity to not only renew acquaintances of olden days, but to also correct the unavoidable errors and mistakes that developed in business and to eradicate the sting that accompanied them.

Mr. Delany then directed his attention to the suggestion that we should save ourselves from anarchy by the prevention of so great an influx of population from European countries:

"The country is entirely capable of absorbing all that are deemed fit to land on our shores. The danger never comes from without. It can only come from within. Be guided solely by sterling principles, whether the question presenting itself concerns either the business world, the political sphere or the domestic circle. The prevalence of these high ideals and the fixity of these principles is undisputed in a large proportion of the American people. The evils that we sow we reap, or else we transmit them as a heritage to our children. You men must acquire and retain that spirit, and transmit to the newcomer, whether socially above or below you, the imperishable principle of right."

Another extemporaneous speaker was Judge



AS OUR ARTIST SAW THEM

James J. FitzGerald, who, like Mr. Delany, was none the less interesting because of his lack of preparation. The fact that he had turned down an appointment at the Tammany headquarters in order to attend the banquet, Mr. FitzGerald declared, was sufficient proof of his interest in the association. Politics and the crockery and glassware business were similar in some respects, according to his opinion, but they differed in the matter of profits and losses. "In your business," he said, "you have both profits and losses. In politics there is only a division of finances. The profits go the bosses and the people pocket the losses."

Mr. FitzGerald expressed his gratification at the statement of President Pitcairn that the association had a handsome cash balance. "But I have noted with some alarm that Mr. Finlay, a bank president, has made his departure. I hope the balance is still with us." He then took up the serious thread of his discourse:

"Individual endeavor, without too great dependence upon the assistance of our friends, is what spells success in these progressive days. Relatives of mine once operated a brick-making plant. They had a colored employee named Henry Moore whose capacity for work was considered remarkable. No one cared to work in the same gang with him because of his rushing, driving style of doing things. He reigned supreme until one day another gentleman of color came along and applied for a job. When the newcomer heard of Henry Moore he at once requested that he be placed in the same gang with him. 'Henry can't phaze me,' said he, 'for I'm here to work, and I'll do my bit.' And, gentlemen, he was as good as his word. That poor, ignorant fellow, in his humble way, voiced a sentiment that comes home to us. He did his 'bit', and that's all that can be expected of any of us. Don't lack self-reliance."

"The imperishable principle of honesty and integrity should ever guide you in your business. Always be on the level. It pays in the long run, and the short one, too, for that matter. The merchant forgets the bargains of other days, but he never forgets the day he was stuck. Our children learn from us, and the good, old-fashioned Yankee way of doing business must be perpetuated."



HEARD ACROSS THE TABLES.

Mere praise scarcely does credit to the endeavors of the members of the committee in charge of the dinner. But they're an unselfish lot, and the fact that the occasion was so thoroughly successful is probably the only compensation they desire.

* *

The absence of Geo. F. Mackey, whose recent reelection to the directorate emphasized his widespread popularity, provoked numerous inquiries. The regrets were general when it became known that the critical illness of his mother kept Mr. Mackey away.

* *

Geo. Harrison's imitation of Geo. M. Cohan in an acrobatic dance was an unprogrammed and unexpected number that proved highly interesting.

* *

There was a murmur of pleasurable surprise when the tall, angular form of Joseph Burroughs ap-

peared in the reception-room. It had been many years since Mr. Burroughs, once a manufacturing potter in Trenton, had been seen by most of the older members present.

* *

Although there was something of an international character about the banquet, the spirit of Americanism prevalent was evidenced when the orchestra struck up "My Country, 'tis of Thee." Every banquetter arose and sang lustily.

* *

Absolutely no foundation for the statement that someone in the party upturned his plate and examined the stamp.

* *

It looked like old times to see John and James Davison enter the ballroom together. The warmth with which "Brother James" was greeted demonstrated that absence truly makes the heart grow fonder.

* *

That an attraction far stronger than the mere discussion of the menu is associated with these dinners was indicated by the fact that members made the journey from as distant points as Buffalo, Boston, Pittsburgh, Philadelphia, Washington and other cities to attend.

* *

The spacious reception-room adjoining the scene of the dinner proper enabled the salesmen and their guests to hold the pleasantest reunion that has ever preceded any of the banquets.

* *

The eulogies of New York by Magistrate Whitman evoked a demonstration from A. A. Bean. And he has only changed his residence from Philadelphia a few weeks, too.

* *

General Washington doesn't enjoy a monopoly of the term "Father," as indicating the paternalism of an institution. Wm. S. Harris feels just as highly honored as that distinguished and venerated patriot in being characterized "The Father of Our Association."

* *

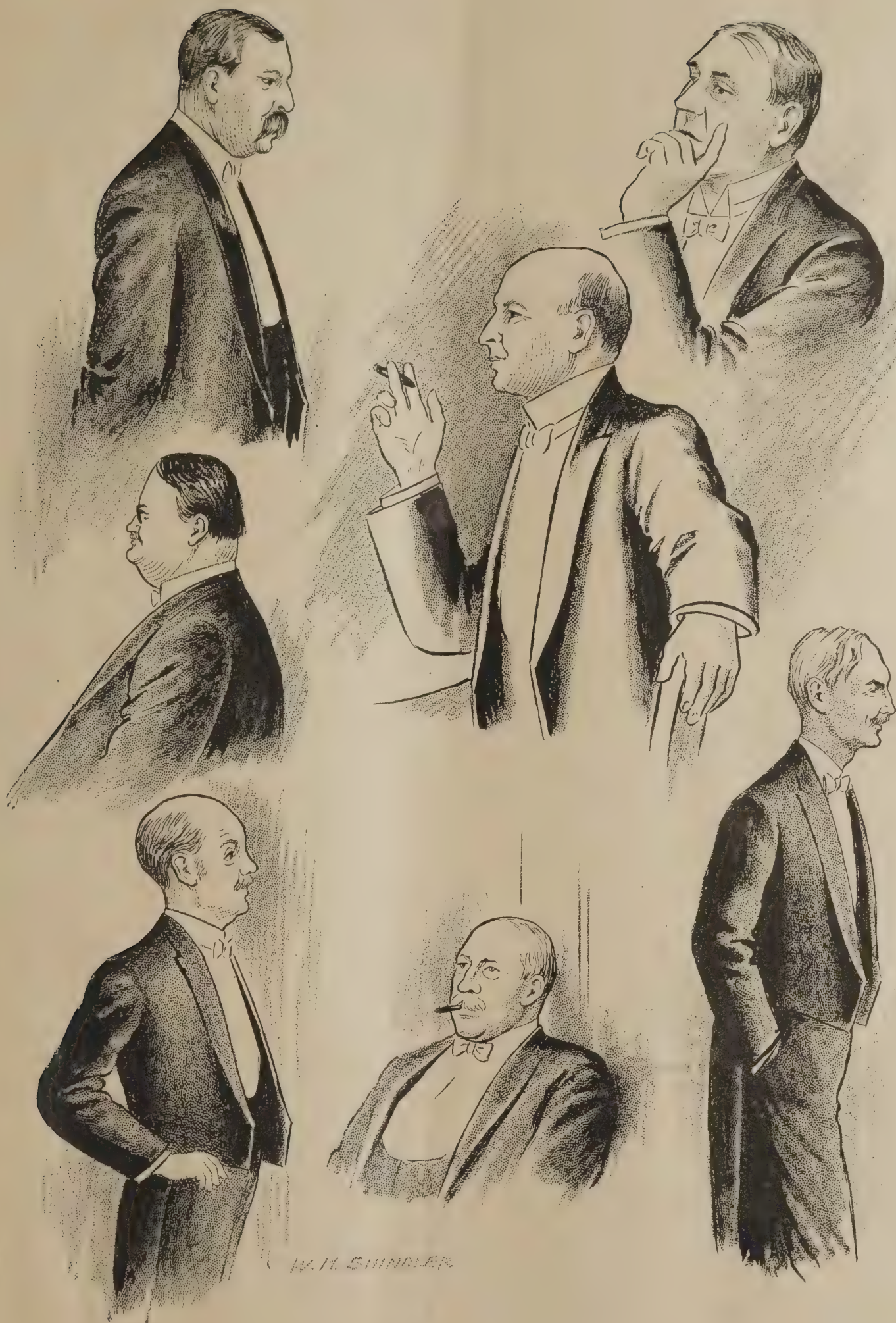
Whatever diplomatic differences might exist between Japan and this country were ignored at the dinner. Impossible to picture a more harmonious alliance than that existing at the table occupied by Mr. Thos. Oshima and his Yankee companions.

* *

Judge FitzGerald gracefully observed that his elevator trip to the banquet-hall that evening marked the only instance when he felt absolutely safe in a "lift." Reason: Rev. Dr. Cadman was with him.

* *

Expressions of regret, because of their inability to attend, were received from Col. E. C. Stahl, Geo. S. Smallwood, A. S. Porter and several salesmen then in East Liverpool, whose sentiments were voiced through a committee composed of W. A. Rhodes, W. S. Creveling and E. E. Wilson. A letter of congrat-



AS OUR ARTIST SAW THEM

ulation was also read from the Western Glass and Pottery Association. * *

There arrived from San Francisco a telegram, too late to be read during the dinner, signed by M. K. Lindner, W. R. Nieper and M. P. Meyer, all with the Nathan-Dohrmann Co, as follows:

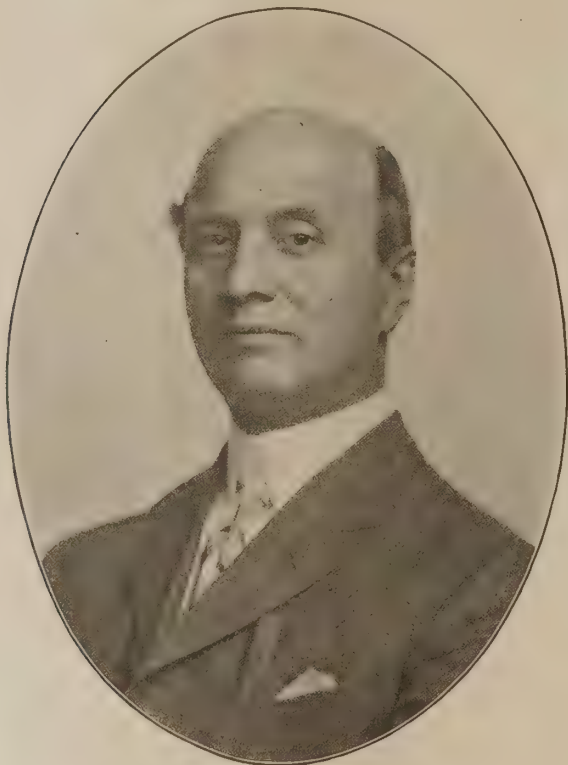
"The California contingent, composed of Kinky, Blondy and Baldy, send regards." * *

When compliments were being promiscuously dished out, some facetious chap called out: "Who is John Nixon?" The roar of approval that came back caused Mr. Nixon to momentarily cease his apparently unending labors as a member of the dinner com-

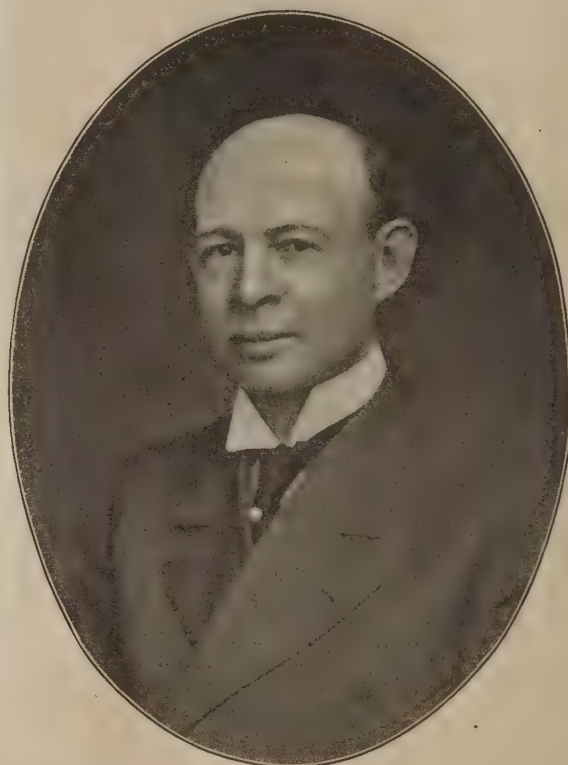
the way, a pretty high compliment to that perpetually-young veteran * *

A gentleman who apparently follows the CROCKERY AND GLASS JOURNAL pretty closely suggested to John J. Hines that he borrow H. B. Hollis's fishing-pole the next time he invades the Northwest. * *

At the close of the banquet Messrs. Muirheid and Hays went into caucus at one end of the room. Persons who professed to know whispered that the superiority of the "Belle Mead Sweets" over Huyler, Lowney and other brands was the topic under deliberation.



PRESIDENT WILLIAM S PITCAIRN.



VICE-PRESIDENT J. D. DITHRIDGE.

THE NEW OFFICERS.

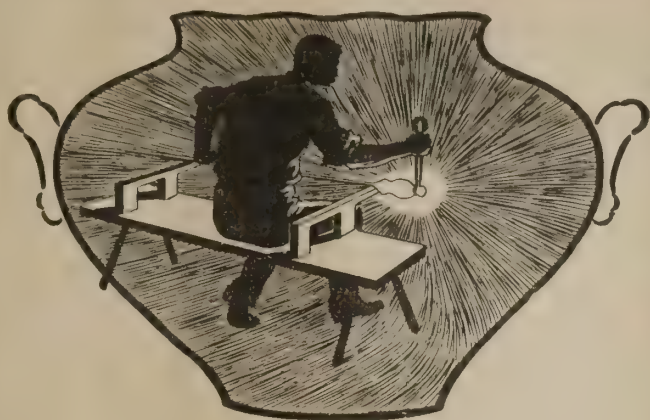
mittee and smile a smile that for generosity would have excited the envy of the subject of the "Quaker Oats" designs. * *

That Wm. S. Pitcairn's name is synonymous with Popularity, as far as the members are concerned, was exemplified by the outburst which followed his introduction by Retiring-President Taylor. Fully a couple of minutes elapsed before the new president's voice was able to penetrate the uproar of cheering and handclapping. * *

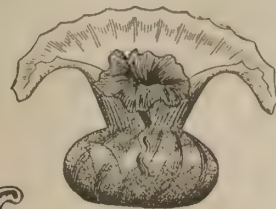
L. D. Seixas, the first president of the association, looked younger and more chipper than ever as he viewed the numerical, artistic, oratorical, musical and epicurean triumph of the occasion. And to say that Mr. Seixas looked "younger and more chipper" is, by

OLD CLOCKS ARE RIVALS.

M. H. ARNOLD, an aged resident of West Stockbridge, Mass., has two old clocks operated by weights, one of which has run without interruption for ninety-two years, the other for nearly seventy. Each seems to have an ambition to go faster than the other, but to lack persistence, with the result that the first one will strike the hour ahead of the other, and then the other will strike ahead. Neither gains nor loses enough to let either get ahead or behind, but both keep the seesaw plan of one striking a certain hour first, and then the other the next hour first, and so on. At times they will strike together. One is a tall wooden clock with wooden works, and the other a brass one. Their owner says that if anyone has a solution he would appreciate it.



THE GLASS FACTORIES



Pittsburgh and Vicinity.

Nearly all the exhibits are complete, and the display bears every indication of excelling that of former years. The representatives in charge of the exhibits have spared neither time nor money to show their goods to the best advantage. The hotel people declare they will be crowded the very first week of the exposition with buyers from all parts of the country, and special arrangements are being made to care for them.

The Federal Glass Co., of Columbus, O., will have an exhibit at the Ft. Pitt Hotel, room 328, in charge of Mr. Beatty.

The statement that the National Glass Co.'s sample rooms would be in the Bessemer building was an error. Mammoth floor space has been provided at 307 Market street, in the Willock building. S. F. Elkins will be in charge. Among the displays which will be seen in these rooms are the products of the Rochester Tumbler Works, which will include a full line of blown and pressed bar ware—plain, needle etched, sand blast and cut. Pete Brady will take charge of this display.

The new "Gloria" line and the new "Chippendale" ware, just designed by the Ohio Flint Glass Co., promise to be among the leading features of the exhibit at the Monongahela House.

A leading feature of the display of the Riverside Glass Co. will be the new effects in decorations on tableware. The designs are very clever.

Tanner & Kearns, of No. 311 Bissell Block, are starting the new season with a rush of business. Announcement is made that the orders so far booked this early in the year are greatly in excess of the same period last season.

The showrooms of the Phoenix Glass Co. have been tastefully arranged for the big event. Quite a lot of new lamps are to be seen, and the new effects in gas and electric goods are really among the best ever designed by this firm.

In all the offices throughout the district the one fact stands out prominently that orders keep up remarkably well for this season of the year. This is taken to be convincing evidence that the spring business will be enormous.

The statement is made by an official of one of the largest glass concerns in the district that the new lists will only result in a general balancing of prices. Many goods were heretofore sold below cost, and the raise will just about offset the increased cost of production. All along the line the advance will amount to about 10 per cent.

Some small dealers throughout the country are holding back their glass orders to see whether or not the new price lists will be maintained. This is conservatism carried to excess. Should the dealer hold off too long he will in all probability find that the order books are crowded with business at good prices, and that new business will be only received for late delivery. Just now it seems a wise plan to place business early, if results are to be obtained.

The United States Glass Co. has declared a dividend of \$1 per share for the quarter. Heretofore dividends have been irregular, but the company announces that the dividend is now a regular quarterly distribution. It is payable Jan. 15.



The task of moving the business of the Jefferson Glass Co. to its new plant at Follansbee, W. Va., is not an easy one. The new factory is one third larger than the works here; but the additional room will all be needed for the increased business expected. A new crystal line will be added to the list of specialties made by this company. For the new year the concern will be represented as follows: Percy Pownall and G. L. Caldwell on the road; Cox & Lafferty, New York and Boston; John H. Dobson & Co., Baltimore and surrounding territory; Cohen & Heinberg, San Francisco, Pacific Coast.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Single copies	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

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NEW YORK, JAN. 3, 1907

WE are in receipt of so many laudatory comments on our Holiday Number that we cannot possibly print them all. It would be invidious to make a selection, and we therefore refrain from publishing any. We desire, however, to heartily thank the senders for their appreciation.

SAMPLE DISPLAYS ON THE ROAD.

TRAVELING salesmen, as a general rule, give too little attention to the artistic arrangement of the temporary sample-rooms which they establish on the road. The white linen provided by the hotel management for the display on the improvised tables is not the very best background for the purpose, and the indiscriminate positioning of the samples with an eye principally to the exhibition of as many items as possible is another drawback. Yet in the headquarters of their firms these same salesmen are usually most exacting in their insistence that the wares be displayed in the most alluring fashion. What is responsible for this contrast of attitude? It is unreasonable, of course, to expect the order-bookers to prepare as pleasing exhibits on the road as in the house or factory. They have neither the time, stock nor facilities at their convenience; but they are not so seriously handicapped as to prohibit the employment of something more pleasant to the vision than plain white cloth and the inartistic and inconsistent huddling together of the samples.

Not all of the travelers are indifferent in this regard. We have several in mind who unhesitatingly declare that many of their best orders have been landed largely as a result of the inviting character of their displays. They know this because of the sentiments expressed by the buyers thus favoring them with business. One of the salesmen in question represents a French china house. He carries one trunk filled with maroon-colored plush, the lower edge of which is trimmed with gold fringe. The rich effect produced by the maroon-clothed tables and mantels, on which the china pieces are placed with quite as much good taste, may easily be imagined. Yellow fringe may satisfactorily be substituted for the gold should the salesman be inclined to economize in this particular. And should the plush or velvet be deemed too expensive, maroon-colored cloth of a less costly texture might be used. A certain domestic pottery salesman employs the latter in the dressing of his sample-room, and it has been found highly desirable.

But maroon is not the only color that may be utilized to advantage. Another road salesman has found Nile green a delightful companion for the china samples that he displays. The cut glass salesman invariably carry black velvet to properly show off the beauty of their offerings on the road, for it is absolutely imperative that they display their goods on something forming a stronger contrast to the glass than white linen.

The selection of a color in harmony with the goods does not represent the only detail worthy of the salesman's attention, either. He should be just as careful in his manner of placing them. The liberal use of racks not only economizes space, but also enables the visitor to obtain a more thorough and comprehensive idea of the display.

The wisdom of making an attractive exhibit of samples has already been pretty exhaustively treated in these columns; but the arguments heretofore have been directed towards demonstrations in the wholesale, retail, importing and commission houses. If it is judicious for the heads of such establishments to arrange fine displays it is fully as advisable for the road salesmen to do likewise. The object desired in each instance is the same—to please and interest the buyer.

FREDERICK B. BIELING REINSTATED.

IN our last issue we stated that Frederick B. Bieling had resigned from the Custom House and was succeeded by Thomas Ward. Since then it appears that Secretary Shaw summoned Mr. Bieling to Washington and after hearing his story ordered him back to duty. Evidently there has been friction at the Public Stores. The story given out is that Mr. Bieling was guilty of the technical violation of a rule. Whatever it was, Secretary Shaw did not view it in the same light as Appraiser Fowler.

CROCKERY BOARD OF TRADE NOMINATIONS.

THE annual election of officers for the Crockery Board of Trade of New York will be held in the Board rooms, 147-9 Church street, on Wednesday, January 9th. The Nominating Committee will present the following:

President, Wm L Briggs; first vice-president, James Davison; second vice-president, Gilbert M Smith; treasurer, C. A. Holbrook; secretary, L S Owen.

Executive Committee—E F Anderson, M O Doering, Hugh C Edmiston, Jas Davison, C A. Holbrook, Henry Witte, Lee Kohns.

Arbitration Committee—Robt Slimmon, Henry Endemann, Lee Kohns.

Membership Committee—C L Dwenger, John J Miller, Jas Davison, M Kirschberger, J L Lyon.

Trustees for three years—Lee Kohns, C A Holbrook, E F Anderson, Gilbert M Smith.

PERSONAL.

UNTIL a few days before Christmas Walter R. Wearn expected to attend the Salesmen's Banquet. An invitation to a fox hunt came, and a week's vacation with a lot of sport proved too strong a temptation. So he went to Elberon, Va, on the James River, opposite Jamestown. One morning after a cross-country ride behind the dogs, his host, John Spraley, asked Wearn how he liked his mount. The visitor was loud in his praises of the horse, not only as an easy one to ride, but because of his ability to take the fences. "If you like him so well," said Mr. Spraley, "I will give him to you as a Christmas present, provided you promise to ride him at least one hour every day." The horse will be sent to New York next week.

S. P. Arnold, with Ed. Butler, opened at Young's Hotel, Boston, on the 2d and will be there for ten days. W. T. Darden opened at the Southern Hotel, St. Louis, this week.

"Joe" Blum will start West next Saturday with the import lines of the Japanese Fan Co. On the same date Sidney I Hirsch will travel East, and Sam Brady will go South.

J. D. Dobbs and R P Parks, Southern representatives of Geo. F. Bassett & Co, are in New York on their annual visits. Frank Lathrop, son of the late "Uncle Dan" Lathrop of Syracuse, has been engaged by the firm to travel New York and Pennsylvania, and W. B. Lingham is another new man who will travel Missouri, Indian and Oklahoma Territories, Iowa and Kansas. O. L. Sutherland, their far West-

ern traveler, in addition to his regular territory will hereafter take in Philadelphia, Baltimore and Washington.

It will delight the numerous friends of Joseph Burroughs, formerly a manufacturing potter in Trenton, to learn that he has landed a highly-desirable position in connection with the building of the Panama Canal. Mr. Burroughs received the appointment because of his knowledge of civil engineering. He leaves for Panama within the next few weeks.

J. H. Walbridge, of J. H. Walbridge & Co., manufacturers of specialties, 337 Broadway, this city, has been elected president of the Lalance & Grosjean Mfg. Co. and assumed his duties January 1. Mr Walbridge is a man of large affairs, of great executive ability and very pleasing personality. He will interest himself at the manufacturing end of the plant particularly, succeeding the late A. J. Cordier in this branch of the business.

Hugh C. Edmiston sailed for England on the steamer Umbria, leaving Saturday. It will be a quick trip, as he expects to be home before the first of February.

W. R. Cumings, buyer for the David Harley Co., Pawtucket, R. I., was placing orders in New York this week.

C. S. Yeagel, who has been representing the Roseville Pottery in this city, has gone to take charge of the Philadelphia office of that company. No one has been appointed to succeed him in New York, although a representative of the pottery is expected here this week.

After visiting the plant of Edw. Miller & Co. in Meriden, Conn., J. W. Sherburne, who looks after that concern's Western selling interests, has gone back to Chicago.

W. V. Higgins is making his debut this week with the Buffalo Pottery Co.'s line. The scene of his premiere is the Bingham House, Philadelphia.

Fred M. McCoy is booked to leave New York on Thursday for Grand Rapids, Mich., where he is to present samples from the Cook Pottery Co. in connection with the Furniture Exposition.

Information from the California home of Thos. Maddock, son of John Maddock, the Trenton manufacturer, is to the effect that the young man's condition is considered hopeless. His father is with him at present, having made the long and tiresome journey across the continent in order to join the invalid at his New Year's dinner. The sick man has been a

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sufferer from tuberculosis for some years. Before his prostration he was actively identified with his father's pottery interests.



E. H. Mays is back from a visit to the Consolidated Lamp and Glass Co.'s factory at Coraopolis. Incidentally he spent Christmas with relatives near Wheeling



E. M. Nelson, who travels for E. Swazey & Co., Portland, Me., had a stroke of apoplexy in September in Providence. He was in the hospital there until late in October, when he was taken to the hospital at Newton, Mass., his home, where he now is.



H. N. Herber, with Ignaz Strauss & Co., has opened a western and southwestern tour that is likely to keep him on the road for three months. His samples are exclusively Japanese porcelains



Benjamin Brown has been placed in charge of the new china department opened in Buffalo, N. Y., by Hens & Kelly.



Jas. E. Duncan, who travels westward for the Dnncan & Miller Glass Co., has been spending a few days in New York.



Since our last issue the following buyers have been seen in this market: E C Poage, for Geo W McAlpin Co, Cincinnati; J Kohnfelder, with the Siegel-Cooper Co., Chicago; M Jones, with A A Brager Baltimore; Miss Clark, with Rosenstein Bros, Baltimore; J F Leary, with J Samuels & Bro, Providence, R I



Maurice Walker, doll and toy buyer for Hamburger & Co., is on his way home from Nurnberg, Germany, and will be in New York about January 5



W. S. Creveling is greeting Philadelphia friends this week with the 1907 line from the Taylor, Smith & Taylor Co. He is registered at the Continental Hotel in that city



Next week the Bingham House in Philadelphia will contain sample-rooms presided over by this galaxy of order-bookers: Harry L. Seixas, with Edw. Boote; A B Evans with Meakin & Ridgway; A. H. Hays, Cook Pottery Co.; A. L. Blackmer, with his own cut glass line



David H. Schuhmann has resigned as general superintendent for Samstag & Hilder Bros. and accepted the general management of A. Steinhardt & Bro.



Leon Hoage and F. G. Howell, who will this year represent the selling interest on the road of Jas. Doug-

lass, the English importer, will open their tours next Monday. Mr. Hoage invades the New England market and Mr. Howell is to go westward from Chicago as far the Coast.



Earl Springborn has been added to the traveling corps of the Riverside Glass Co., Wellsburg, W. Va. Formerly he was engaged as shipping clerk in the same factory.



Henry Meyer has engaged with the Sperry & Hutchinson Co., and will hereafter buy crockery, glassware, lamps and nearly a score of other lines for that concern. Mr. Meyer assumed his new duties Wednesday. His fitness for the position is evidenced by his long and useful career in the china business. For four years he managed the New York office of the French, Mitchell, Woodbury Co., resigning it to manage Zeh & Co.'s establishment. His last connection was with Jas. Douglass, the English importer, from whose employ he resigned on Monday.



J. F. Hinckley, of Boston, was in New York this week on his way home after visiting the Western factories he represents. Mr. Hinckley says business is good and that the prospects are better.



Sigmund Weiss, of Ignaz Strauss & Co., leaves this week for a southern jaunt with the new Japanese porcelain line introduced by his house. His itinerary provides for a tour lasting about two months. At its expiration he leaves on his annual visit to Japan

SEND IT ALONG!

IT is not an uncommon thing for traveling men to meet on their trips with queer experiences and incidents that are interesting; and they usually say on their return: "I had a good mind to write you about it." Why not? We are always glad to get matter of that kind, and hope that the "boys" will remember the fact.

NON-BREAKABLE POTTERY.

A NEW German patent has just been granted to Heller & Baumgatal, of Teplitz, for the combination of metal and pottery by which cooking utensils will become non-breakable. The procedure is described as follows: The pottery is made in the regular way, with the exception that it is only glazed on the inside. After being burnt, an enamel coating is put on the outside consisting of three parts of copper, two parts brass and one-eighth part gold, mixed with borax. This mixture is subjected to a heat of

about 1,200 degrees Fahrenheit. After fritting, this frit is mixed with one part borax and one part of any commercial enamel, and applied on the pottery, and burnt to about 800 degrees Fahrenheit. After cooling, the pottery will have a metal coating on the outside, and the ware is now put into a galvanizing bath; the metal coating then can be made any thickness. It is claimed that pottery so made is practically indestructible.

ARTISTIC AS WELL AS USEFUL.

OTHER concerns similarly favored will probably experience the same pleasure that we did upon receipt of the 1907 calendar from the Roessler & Hasslacher Chemical Co. It contains a photographic reproduction of a lovers' meeting amid the romantic surroundings of an old stone wall with a garden in the background. The picture is not without its ceramic significance, for in the disengaged left hand of the demure miss there is grasped a water pitcher. A pleasant shade of grayish brown clothes the subject and the calendar.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
January 1, 1907.

BRAMMEN		
7 packages glassware.....	L Straus & Sons	
16 " " ".....	A Steinhardt & Bro	
40 " " ".....	Strobel & Wilken Co	
171 " " ".....	Miscellaneous Orders	
36 " earthenware.....	Karl Hutter	
243 " " ".....	Geo Borgfeldt & Co	
54 " " ".....	Hamburger & Co	
40 " " ".....	Knauth, Nachod & Kuhne	
97 " " ".....	Strobel & Wilken Co	
47 " " ".....	Miscellaneous Orders	
16 " chinaware.....	The Julius Levy Co	
26 " toys.....	Hamburger & Co	
4 " " ".....	Knauth, Nachod & Kuhne	
287 " " ".....	Strobel & Wilken Co	
54 " " ".....	Miscellaneous Orders	
LIVERPOOL		
29 packages chinaware.....	Endemann & Churchill	
32 " " ".....	Chas Ahrenfeldt & Son	
44 " " ".....	F P Abbot	
10 " " ".....	L D Bloch & Co	
140 " " ".....	Haviland & Co	
23 " " ".....	Wm Guerin & Co	
5 " " ".....	Ceramic Importing Co	
4 " " ".....	Miscellaneous Orders	
2 " earthenware.....	The Rowland & Marsellus Co	
13 " " ".....	E Boote	
4 " " ".....	Bawo & Dotter	
29 " " ".....	Geo Borgfeldt & Co	
21 " " ".....	J Davison	
16 " " ".....	R Slimmon & Co	
16 " " ".....	Maddock & Miller	
9 " " ".....	Meakin & Ridgway	
4 " " ".....	W S Pitcairn	
4 " " ".....	L Straus & Sons	
49 " " ".....	The Julius Levy Co	
18 " " ".....	Strobel & Wilken Co	
32 " " ".....	Miscellaneous Orders	
16 " toys.....	Strobel & Wilken Co	

COPENHAGEN		
95 packages glassware.....	Fensterer & Ruhe	
183 " earthenware.....	Geo Borgfeldt & Co	
HULL		
60 packages chinaware.....	F P Abbot	
LIMOGES		
118 packages chinaware.....	W L Briggs	
ROTTERDAM		
5 packages earthenware.....	Bawo & Dotter	
8 " " ".....	L D Bloch & Co	
41 " " ".....	Geo Borgfeldt & Co	
15 " " ".....	L Straus & Sons	
8 " " ".....	Miscellaneous Orders	

SOUTHAMPTON		
31 packages chinaware.....	Wm Guerin & Co	
ANTWERP		
94 packages glassware.....	B Gunthel	
25 " " ".....	W P Graham & Co	
123 " " ".....	Miscellaneous Orders	
184 " earthenware.....	Geo Borgfeldt & Co	
8 " " ".....	E R Thieler	
6 " " ".....	B Illfelder & Co	
27 " " ".....	Strobel & Wilken Co	
94 " " ".....	Miscellaneous Orders	
20 " toys.....	Strobel & Wilken Co	

HAMBURG		
34 packages glassware.....	Fensterer & Ruhe	
1 " " ".....	F Bing & Co	
1 " " ".....	G F Bassett & Co	
73 " " ".....	Geo Borgfeldt & Co	
8 " " ".....	Koscherak Bros	
43 " " ".....	Samstag & Hilder Bros	
3 " " ".....	J Wygand & Co	
2 " " ".....	N Wapler	
15 " " ".....	Strobel & Wilken Co	
487 " " ".....	Miscellaneous Orders	
113 " earthenware.....	L Straus & Sons	
8 " " ".....	C Ahrenfeldt & Son	
8 " " ".....	Geo Borgfeldt & Co	
12 " " ".....	G F Bassett & Co	
73 " " ".....	Bawo & Dotter	
76 " " ".....	L D Bloch & Co	
2 " " ".....	C L Dwenger	
26 " " ".....	O Goetz	
18 " " ".....	Koscherak Bros	
1 " " ".....	Julius Palme	
18 " " ".....	J Wygand & Co	
1 " " ".....	N Wapler	
108 " " ".....	The Julius Levy Co	
30 " " ".....	Strobel & Wilken Co	
128 " " ".....	Miscellaneous Orders	
6 " harmonicas.....	Strobel & Wilken Co	
64 " toys.....	" "	

IMPORTS AT PORT OF BOSTON.

LONDON		
2 packages earthenware.....	Stone & Downer	
10 " " ".....	H Burlingham	
ANTWERP		
1 package earthenware.....	Jones, McDuffee & Stratton Co	
91 " " ".....	Geo Borgfeldt & Co	
6 " " ".....	American Express Co	
59 " " ".....	Miscellaneous Orders	
LIVERPOOL		
27 packages earthenware.....	Jones, McDuffee & Stratton Co	
83 " " ".....	Mitchell, Woodbury Co	
COPENHAGEN		
14 packages earthenware.....	Geo Borgfeldt & Co	
78 " " ".....	C J Pierce & Co	



NEW Year's Day, of course, precluded the possibility of the trade's experiencing much of a revival this week. Wednesday was dull, and while things freshened up a bit on Thursday, there was little activity to speak of. It is believed that the 1907 buying will commence in a fairly energetic way next Monday.

Samples from the Limoges and Carlsbad factories of Chas. Ahrenfeldt & Son are being opened at their local headquarters. The creations are distinguished by a freshness of ideas in both the formation and decoration of the numerous items. The exhibit, when completed, will probably deserve to be characterized as the very best ever made by the house of Ahrenfeldt.

In shaded green and crystal vases Bawo & Dotter have a line that deserves attention. The beauty of each piece is improved by a cut design that extends from the top downward to the centre. Below that the vase is ribbed. The shapes are artistic and the sizes are from eight to sixteen inches.

Ed. Butler is carrying a popular line of dinner and tea ware from Wedgwood & Co., Ltd., Tunstall, Eng., at a large range of prices, together with many specialties. In the dinnerware the "Old Home" shape is a great success, and the Willow pattern is of course standard. There are some fine turkey sets, and well-engraved and attractive farm scenes. Besides these he has a full line of rolled-edge hotel goods.

Max Kossman, manufacturers' agent, 32 Park Place, will represent the coming year the National Brass and Iron Works, the Haverford China Co., and the Enterprise Cut Glass. He has doubled his showroom space to accommodate the lines.

Charleston, or No. 65, is the name given to the new tableware service from the Duncan & Miller Glass Co. The first installment of samples reached

Paul Joseph on Wednesday, and their character indicates that the concern has made a veritable ten-strike in this pattern. It is a heavily-fluted design of uncommon richness, and the shapes are splendidly proportioned.

Hamburger & Co., always original, have evolved an advertising idea this season which is a decided novelty. An envelope in the form of an illustrated postal card, and bearing their imprint as publishers in Nurnberg and New York, contains a little folder bearing alternate advertisements and pictures, which by pulling a little tab are unfolded one by one. Another idea is a postal card on which is the picture of a doll in a flower-covered swing, and bearing the following inscription:

"I leave with all the kids for New York this month; will you make a date with me?"
Yours sincerely, MISS VIOLA.

These were mailed from Germany to all of Hamburger & Co.'s customers in the United States

Rudolph Gaertner, who was at 65 West Broadway, has moved to the Barclay Building, 299 Broadway, corner Duane street.

Jas. J. Murray & Co., who have been represented in New York by Paul Joseph, have decided to discontinue their sample room here, and will cover the New York trade direct from the factory.

Edward Miller & Co. sent out a pretty New Year's card decorated with mistletoe, holly and a horseshoe as emblems of good luck, together with best wishes and the compliments of the season.

The Phoenix Glass Co., noted for their originality of design and quality of glass, will soon have on view in their New York warerooms full lines of their new goods. In the meantime they will have a display at Pittsburg in charge of H. B. Whitney, and another at

the Chicago Electrical Exposition under the care of E. H. Fox and C. C. Fricke. Full lines of their new goods, etched, cut and decorated, will be shown; also their justly-celebrated brand of "Phoenix quality" in ner globes. As has already been stated, they have moved their Chicago office to the Heyworth Building

Froeber & Vollrath is a new German china importing concern that has leased the third loft at 50 Warren street. The firm is composed of Lawrence Froeber, who has just surrendered the management of the Mitchell, Woodbury Co.'s New York headquarters, and Paul Vollrath, formerly with M. Michaelis & Son, the confectioners' supply house on Murray street, this city. The loft engaged by Froeber & Vollrath extends from Warren to Chambers street and is ample enough to permit the carrying of stock in pretty large quantities.

Removal has been made of Elias Puterman & Co.'s headquarters from Allen street to 535 Broadway, where it now occupies a spacious loft on the second floor. This concern, which not only imports but also manufactures Russian brass and copper goods, has fitted up a splendid showroom in connection with its new business home. The exhibit in this room serves to convey some idea of the extent and diversity of the concern's product. It includes a wide range of new shapes, artistic as well as odd, in jardinières, lamp bodies, vases, candlesticks, candelabra, umbrella stands, pitchers, smokers' sets and numerous other pieces. They exploit either satin or bright finishes.

The Strobel & Wilken Co. will be ready with their new lines by the time the trade are ready to buy them. It goes without saying that they will have many good things, and among them some special features that cannot fail to meet the approbation of the trade. They are progressive people, and as their march has been upward and onward ever since they started they have undoubtedly improved even on last year's goods. Buyers should make a memorandum to call on them when placing import orders.

Baby's education in the art of dining, obtained through the medium of the patent plate from the Royal Baby-Plate Co., is advancing rapidly. The distribution of these dishes through the East has already attained large proportions, and now the firm is beginning to extol their virtues through the West and South. The same degree of popularity is expected to attend their introduction in those markets. Nothing in crockery has ever been brought out for the baby's exclusive use that possesses more useful, practical and desirable qualities than this plate. It is so constructed that no tray or pusher are required, the laundry bill is minimized, and there is absolutely no danger of an upset because of the little one's strenuous conduct. In order that the marketable qualities

of the plate may be fully demonstrated, the firm offers to ship a trial order of one dozen for \$2.75

The annual reception and entertainment of the L. Straus & Sons' Mutual Benefit Association will take place on Thursday evening, January 17th, at the Yorkville Casino, 210 East 86th street.

BUSINESS BRIEFS.

The Brown Crockery Co., Charleston, S. C., has removed from 227 Meeting street to its new store adjoining. The latter is a three-story building 25 feet wide and 150 feet deep.

David H. Brand, department store proprietor in Trenton, N. J., and his brother John, who was employed by him, were on Wednesday found guilty of aiding and abetting arson in connection with a fire which occurred in their store on July 2, 1905.

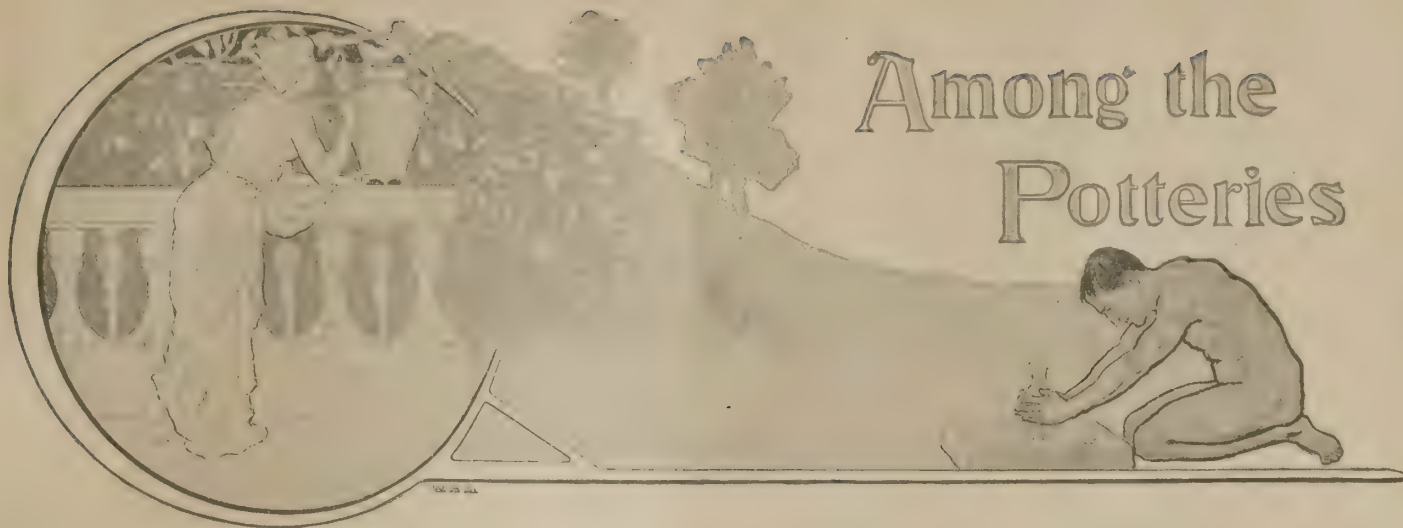
Employees of the Mabley & Carew Co., Cincinnati, O., numbering more than five hundred, were given substantial recognitions of the Christmas season by that concern. Every person in the establishment, from the cash boys up, was presented with an additional week's salary.

Joseph Allen, of Plainfield, N. J., and Lewis Allen, of Passaic, N. J., have commenced suit against the Consolidated Fruit Jar Co., of New Brunswick, N. J., alleging an infringement of patent rights and asking the court to compel an accounting for royalties which the complainants allege the defendant agreed to pay them, but in which it has defaulted.

Schedules in bankruptcy of the Cluster Gas Light Co., 67 Bowery, this city, show liabilities \$97,643, nominal assets \$46,607, and actual assets \$28,090, consisting of stock, \$16,000; fixtures, \$1,400; accounts, \$10,000; wagon, \$100; cash in bank, \$590. There are 180 creditors, among whom are the Fostoria Glass Specialty Co., \$8,518; Bridgeport Brass Co., \$5,928; American Brass and Copper Co., \$1,670; Rome Brass and Copper Co., \$1,488; Hercules Light and Chemical Co., \$2,014; Solar Light Co., \$1,363, and Columbia Bank, \$1,865, secured.

DEMAND FOR SKILL IN GERMANY.

IN the Zeiss glass works at Jena fourteen doctors of science are employed. At the great German color works as many as 148 chemists are kept busy at certain seasons of the year. The demand for scientifically-trained workers is stimulating the young men of Germany to acquire higher education. Manufacturers find that such skill, although it costs in wages, pays large profits.



East Liverpool and Vicinity. The volume of business piling up is something remarkable. A number of manufacturers have received word direct from jobbers and retail dealers trading here that the Christmas stocks have been exhausted. With these conditions prevailing there is no doubt about business for the new year.

* *

William Cox, for many years associated with the Willets Mfg. Co., of Trenton, and previously with J. E. Jeffords & Co., of Philadelphia, has formed a connection with the Goodwin Pottery Co. He will cover the West and will leave on his first trip soon after Jan. 10.

* *

The loss on the plant of the National China Co., which was partially destroyed by fire a fortnight ago was adjusted last week, and arrangements to rebuild have been made.

* *

The plant of the Newell Pottery Co. continues to add to its force of employes, and the announcement is made that the firm will be able to ship ware in February or by the first of March at the latest.

* *

George M. Thompson, of Cleveland, O., and R. F. Thompson, of Scranton, Pa., have been in the district during the past week, leaving some very nice orders for early delivery.



Trenton. Workmen have commenced to raze the old Glasgow Pottery in order to permit the erection of an extensive addition to the Thomas Maddock's Sons Co.'s plant. The Glasgow was purchased more than a year ago by the Maddock concern, which held a large mortgage on it, with this very contingency in view. John Moses operated the Glasgow for many years, and more recently it was directed by the John Moses & Sons Co. Only the packing house, one of the smallest buildings connected with the Glasgow, will be permitted to remain by

the Maddocks. This may also come down later. The proposed addition will be utilized for the purpose of sanitary ware manufacture.

* *

Albert Sprague, buyer for the Howland Dry Goods Co., Bridgeport, Conn., and S. E. Gatechair, buyer for Nicholas Wapler, New York City, were in town a few days ago.

* *

Several Delft scenes have been added to the decorative schemes on the rail plates, tankards and steins produced by the Cook Pottery Co. for the 1907 trade. The new decorations on the toilet sets from the same concern are unusually varied and extensive.

* *

Mrs. John Moses, widow of the manufacturing potter, has applied to the Court of Chancery for the appointment of a receiver for the Trenton Watch Co., of which the John Moses estate is the largest of about one hundred stockholders. The estate's interest is \$98,000 of the \$100,000 of first mortgage bonds, \$33,000 of the second mortgage bonds, a large amount of stock, and \$37,000 in other ways.



Wheeling and Vicinity. All the plants of the Wheeling Potteries Co. have resumed operation, and are now running to capacity. "We are preparing for a rush, and believe that the business of the new year will be greater than that of the old," said President Franzheim. A new toilet set called the "Baltic" is ready for the trade, together with a dinner set dubbed the "Lorella," which has been completed by the LaBelle plant. A number of novelties will also be shown from this factory.

* *

At the showrooms of the Warwick China Co. 281 distinct and different shapes in novelties are shown, besides five dinner and five toilet sets. This is said to be a record number of novelties made by one firm.

J. C. Jones and W. L. Woodward are arranging to go out within a few days on their respective routes.



William C. Lynch, who for several years was associated with the Laughlin China Co., of East Liverpool, O., has formed a connection with the Steubenville Pottery Co., and will cover the Middle Western territory. He will start out within a few days with a complete line from their plant.



The American China Co is looking forward to a very successful year.

The coming into the firm of J. R. Warner, formerly of the National China Co., East Liverpool, has put new life into the concern. General Superintendent Thomas Price announces that a number of improvements are to be made to the pottery immediately. The company has remodeled its sample rooms, which contain some clever designs in dinner and toilet shapes. The china novelties are also excellent pieces of work.



The Summit China Co. has filed a counter claim against the Golding Co., which sought to recover the price of a car of spar. The former asserts that the spar was defective and resulted in the cracking and breaking of a large amount of ware manufactured by the concern, causing a loss of about \$2,000. A judgment for this is asked.



All the plants here are exceedingly busy. At the Limoges China Co. three car loads of decorated ware were got through the kilns within a week.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

FOR SALE!

Chicago Flint and Lime Glass Company Works, at
Chesterton, Indiana.



LOCATION

This magnificent plant is located within the incorporated limits of Chesterton, Porter County, Indiana, forty-five miles from Chicago.

It is twelve miles North of the beautiful city of Valparaiso, the County Seat; twelve miles West of Michigan City and twelve miles East of Gary, where the largest steel manufacturing plants in the world are now being constructed, involving a general expenditure of one hundred millions of dollars.

RAILROAD FACILITIES

The railroad facilities are as follows:

THE LAKE SHORE AND MICHIGAN SOUTHERN is located immediately along the North side of the property and connects direct with the Indiana and Eastern coal fields.

THE ELGIN, JOLIET AND EASTERN, or CHICAGO OUTER BELT, has its eastern-terminal intersecting with the Lake Shore at this immediate point.

The Belt line delivers coal direct from its Illinois coal fields to the gas producer plant as shown on picture.

The Belt line also affords direct connection with every railway entering Chicago.

THE MICHIGAN CENTRAL RAILWAY crosses the Lake Shore at Porter Junction one-half mile West of the Works and has a direct connection by way of the Belt.

THE PERE MARQUETTE RAILWAY intersects with the Lake Shore at Porter Junction; it has the same connection with the works as the Michigan Central.

By the above it will be recognized that this location assures shipping advantages superior to most, and excelled by no city or town within an equal radius of Chicago.

This location presents another great advantage to which special attention is invited.

The surface of this immediate section is sixty feet above the level of Lake Michigan, fully fifty feet higher than at any other point between Porter Junction and Chicago.

It is also in the center of rich lands, with attractive environments, making it an ideal location for homes.

PASSENGER STATIONS—There are four passenger stations within a distance of one-half mile.

AREA OF GROUNDS—The ground surface of the property is in oblong shape and contains about five acres.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

IROQUOIS CHINA shown in NEW YORK.

For an indefinite period beginning *February 1st* this well-known china will be shown by *Mr. W. F. Ellisson* at the *Hotel Bartholdi*, corner 23d St. and Broadway, New York.

HERE'S A CHANCE TO INSPECT A GOOD LINE.

THE CHINA IROQUOIS CHINA THAT'S ADVERTISED.

IROQUOIS CHINA.

That's the china being advertised extensively; and from the inquiries we are receiving from magazine readers as to where it can be procured in their city, we know it is making a big impression. All these inquiries are turned over to local dealers and they are reaping the benefit. Are you in line? Let us send you our catalogue, price list, advertising helps, etc.

IROQUOIS CHINA CO., Syracuse, N.Y.

Pottery at Solvay, N. Y.

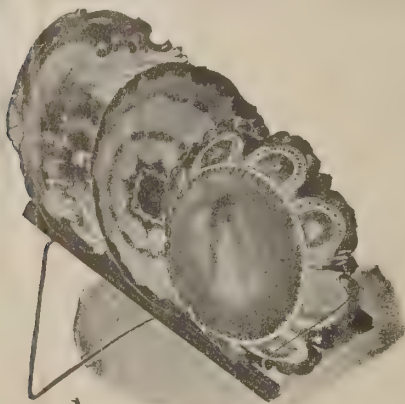
C. DORFLINGER & SONS, ³⁶ MURRAY ST., NEW YORK.

Manufacturers of plain and cut

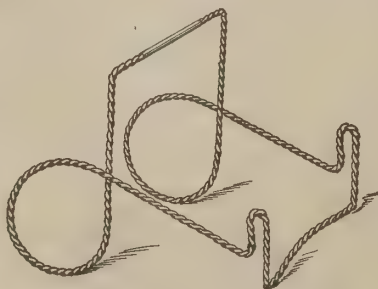
→ TABLE GLASSWARE ←

of the highest quality.

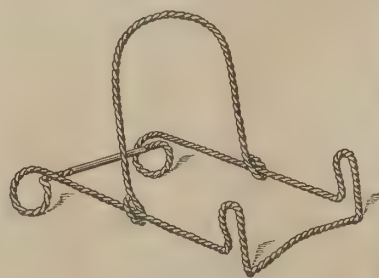
Works: White Mills, Wayne County, Penna.



Patented
No. 337 Elevated Salad Rack



Patented
No. 0111 Gilt Plated Easel
No. 0112 " " " "



Patented
No. 0355 Adjustable Easel
Gilt Plated



Patented
No. 331 Elevated
(Also for Plates)

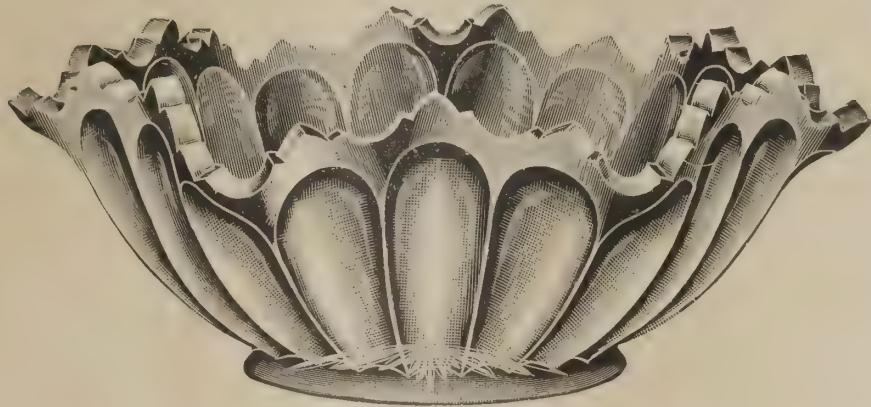
YES! AND MANY MORE JUST AS GOOD
ARE SHOWN IN OUR CATALOG.

Manufacturers, **J. B. TIMBERLAKE & SONS,** Wire Specialists,

Wire Racks, Easels, Hangers, JACKSON, MICH. Lamp Brackets, Wire Coat Hangers.

Fostoria Glass Co.,

Moundsville, W. Va.



"Lucere" 7-inch Comport. Star Shape.



Our New
Pattern,

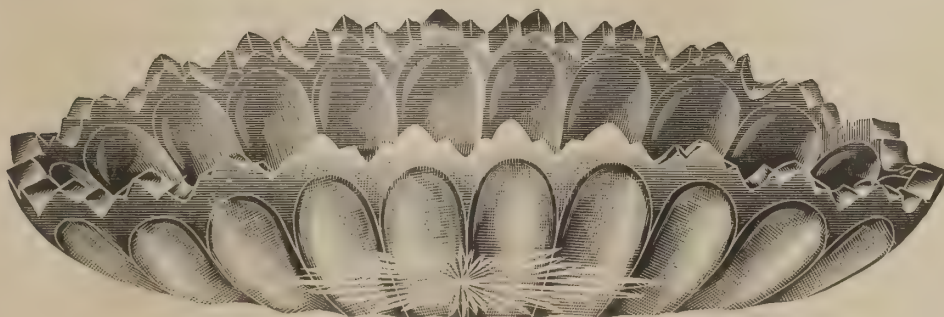
"Lucere"

No. 1515.



"Lucere" Tall Champagne.

"Lucere" Goblet.



"Lucere" 10-inch Celery Tray.

The Home of Patented

Nearcut GLASS.

Nearcut means quality.

Nearcut means profit.



THE

CAMBRIDGE GLASS CO.

Cambridge, Ohio.

OUR STOCK PATTERNS IN TABLEWARE:

Marjorie, Dorothy,
Paul Revere,
Sunburst, Fernland.

We make Tumblers, Tableware,
Show Jars, Tobacco Jars, Cigar Jars,
Candy Jars, Cake Covers, Fish Globes,
Bar Glassware.

SEND FOR CATALOGUES AND
ALL INFORMATION.

Kennard L. Wedgwood,

No. 25 West Broadway, New York,

ROOM 23.

Representative in the United States and Canada of

Josiah Wedgwood & Sons, Ltd.,
Etruria, England.

Salt & Nixon,
CHINA,
Longton, England.

Arthur Wood,
TEAPOTS,
Longport, England.

ALSO

Henry Barnard & Sons,
SILVERSMITHS,
London, England.

FULL lines on view, except Enameled Earthenware
Plates, Salad Sets and Banded Jugs, which are still
controlled by the Rowland & Marsellus Co.

MERIDEN, CONN., January 1, 1907.

In extending to our friends and customers the compliments of the season, with our best wishes for a prosperous New Year, we desire to say that while we believe we have given ample satisfaction in the matter of the orders with which we have been favored, we realize that there may have been occasional delays which, to those unfamiliar with the conditions, might seem unnecessary.

We moved into our present new and larger factory in the spring of last year. To bring this establishment into anything like the nicely-adjusted conditions obtaining in our old factory (which had been steadily operated for seventeen years) was a task taxing our abilities to the utmost. The fact that we were able to handle last year's enormous business is proof that we were fairly successful in this respect.

During the present year it is our intention to bring the new factory to its highest point of efficiency with increased help and the newest manufacturing methods. Our customers may therefore rest assured that orders with which we are favored during 1907, particularly in the fall, will receive the best attention that we have ever been able to give them.

THE J. D. BERGEN CO.

Import 1907.

LIMOGES.

CARLSBAD.

HIGH quality, unique designs and attractive decorations again rule in our Limoges lines, and will, as usual, command the attention of buyers seeking a class of goods leading all others.

NEW SAMPLES WILL SOON BE READY.

Charles Ahrenfeldt & Son

The Import Show at B & D's.

It is all but ready.

The samples of a few more factories only remain to be placed.

It is a wondrous collection of worthy specimens of China, Glass and Art Wares; Clocks, Bronzes and Marbles; Toys and Dolls.

It is the best exhibit we have ever asked our public to view.

Best in visual appearance and in intrinsic values—the genuine and essential qualities which command the trade of the largest handlers of ceramics and crystals in America.

If you are not a B & D customer, just think this over.

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



Fine Tableware.

THE PRACTICAL TEST OF TABLEWARE IS IN ITS USE, while the artistic value depends upon the exclusiveness of its design.

¶ The Oneata Pattern—the incomparable product of the Riverside Glass Co.—represents the highest degree of artistic worth combined with exceptional quality of metal.

¶ To those who seek practical table service distinctive in design and yet possessing the greatest practical value, our display of this ideal tableware offers exceptional advantages.

RIVERSIDE GLASS CO.,

Manufacturers of Imitation Cut and Colonial Tableware, in crystal and rich decorations, the Original Clinch-Collar Lamps, Clinch-Collar Molasses Cans and Stationers' Glassware. . . .

WELLSBURG, W. VA.

Rooms 43 and 44 Monongahela House
during January.

THOS. G. JONES. E. C. SULLIVAN.

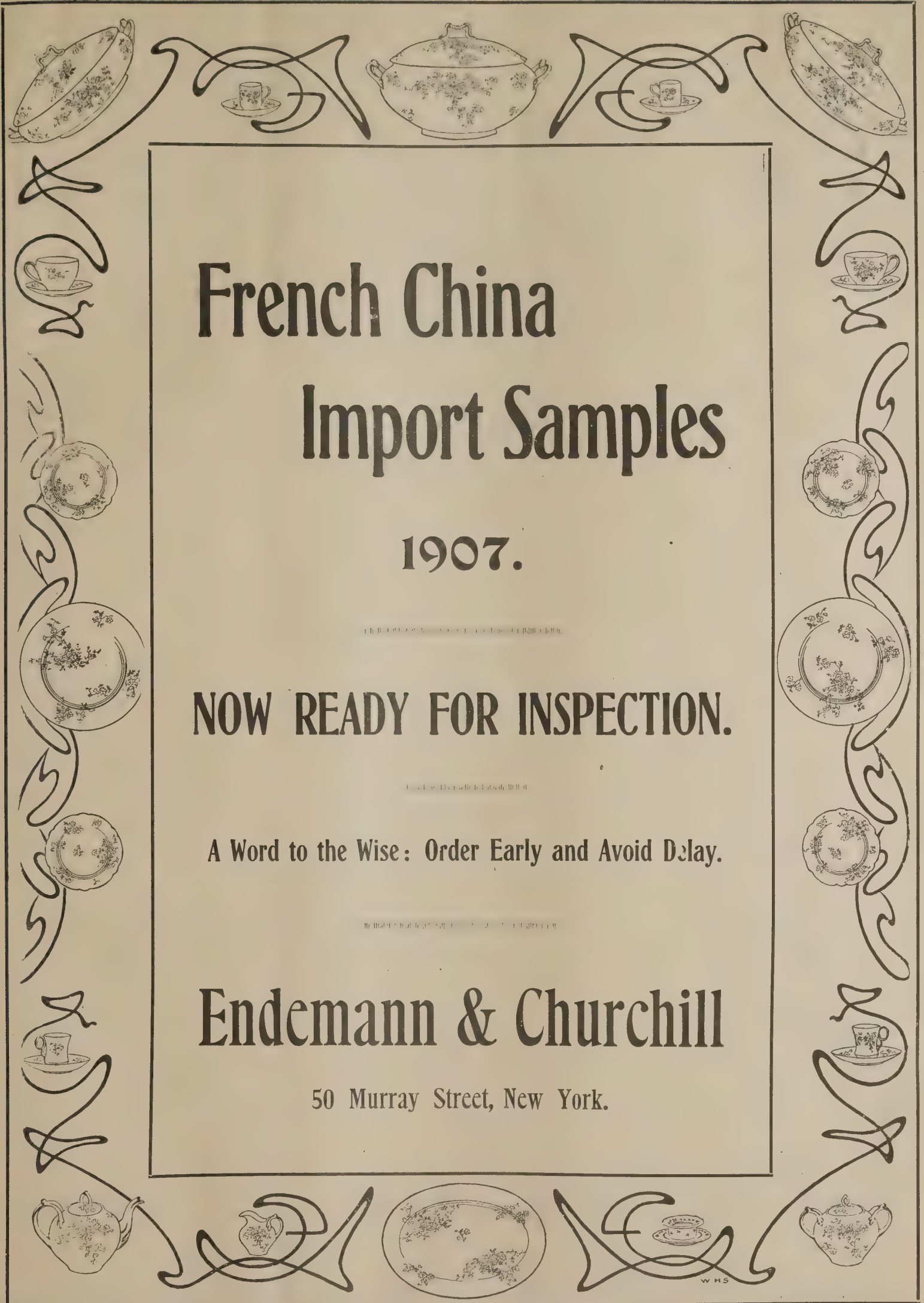
FOR NINETEEN HUNDRED AND SEVEN.

New English Open Stock Patterns



THE HAARLEM.

Geo. F. Bassett & Co.



French China Import Samples

1907.

NOW READY FOR INSPECTION.

A Word to the Wise: Order Early and Avoid Delay.

Endemann & Churchill

50 Murray Street, New York.

"KRYSTOL"

"KRYSTOL"



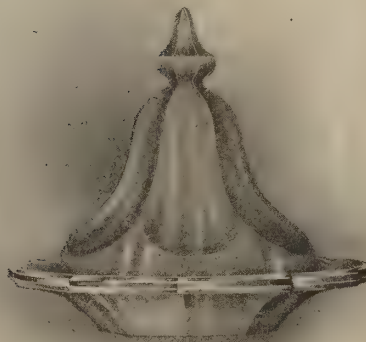
SUGAR



CREAM



SPOON



BUTTER

"KRYSTOL"

"KRYSTOL"

CHIPPENDALE DESIGN.

Patent Applied for

OHIO FLINT GLASS CO., Lancaster, O., U.S.A.

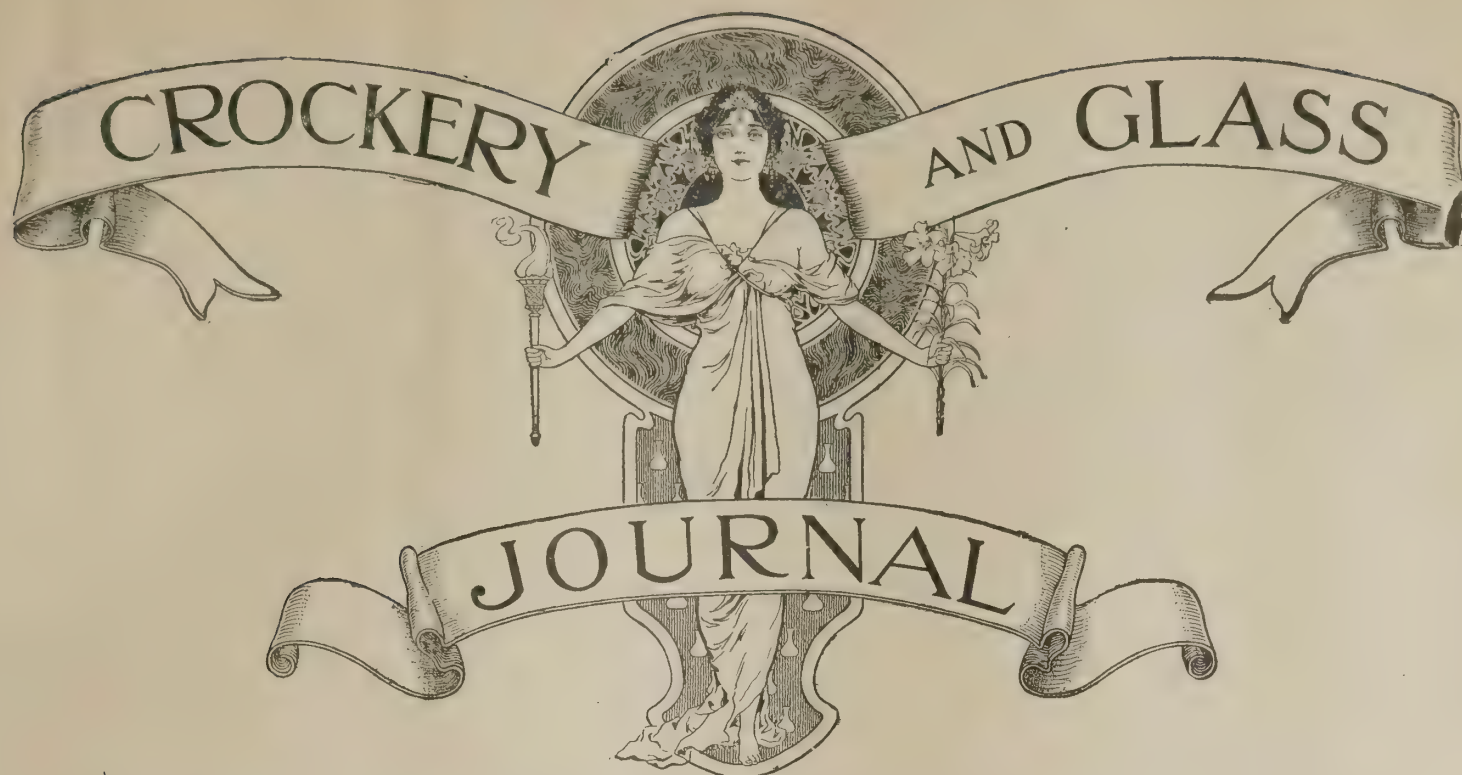
NEW YORK:
25 West Broadway.

PHILADELPHIA:
922 Market Street.

CHICAGO:
45 E. Randolph Street.

ST. LOUIS:
404 N. Fourth Street.

SAN FRANCISCO:
Morgan & Allen Co.



NEW YORK, JAN. 10, 1907.

THE CONDITION OF BUSINESS.

Trade conditions are better than usual New York at this time of year because of the demand for immediate delivery. Shoppers for job lots are in the market in force—with very little to be had. The display of new goods is progressing, but the importers are not all ready for buyers, nor will they be for some little time to come. The samples so far exhibited show a decided advance over last year. Of course this was expected; but it seems as if unusual effort had been made to produce good things.

The German lines are more catchy than ever, and the "German invasion" grows apace.

The new samples of French goods are not all yet ready for display, but every importer hints at what is to come in glowing terms, and the trade may expect some very beautiful exhibits.

The English lines are coming along fairly well. Already a few are on the shelves.

The glass exposition in Pittsburgh is on, and interest in that commodity is of course centered there at present.

American potters are beginning to show their new lines, and will be ready by the time the buyers come.

The jobbing lines of lamps are all ready, the displays being made in Pittsburgh principally.

In the housefurnishing trade business is remarkable, in spite of the high prices.

Metal goods will have to go higher yet, particularly where copper is used, that commodity having turned twenty-five cents a pound last week. This high rate, if kept up, will lead to the substitution of other metals wherever possible.

Retail trade is fair, but nothing to boast of. The "annual sales" are due, however, and will probably revive interest in the retail stores.

The vigor with which trade has opened Trenton. for 1907 encourages the opinion here that even greater results than last year await the local pottery industry. There has already been a brisk mail business, and many more buyers than usual came here directly after New Year's. This week has marked the exodus of the traveling salesmen, although some of them got away a few days earlier. Usually, the orders that have arrived specify that shipments must be made as hurriedly as possible. This confirms the oft-repeated statements in the JOURNAL early in the fall that the holiday season would accomplish the pretty general depletion of

stocks. It has left many merchants high and dry, so far as certain lines are concerned.

Business is starting off well. Advance Pittsburgh orders are good, and no complaint is and Vicinity. heard about the recent increase in selling lists. Buyers are a unit in the expression that they expect better business this year than last, and the jobbers, wholesalers and retailers echo the sentiment. Quite a fair amount of business is being placed for early delivery.

Since the holidays business has East Liverpool taken on a new lease of life, and and Vicinity. general good feeling prevails over the bright prospects for the new year. A few buyers were here the past week and left some nice orders. Their number is expected to increase considerably this week. All through this pottery district the business conditions are very encouraging.

CROCKERY BOARD OF TRADE ELECTION.

THE annual election of officers of the Crockery Board of Trade of New York was held on Wednesday, January 9th. It was, as usual, a foregone conclusion that the nominations would result in election. Following are the officers:

President, Wm L Briggs; first vice-president, James Davison; second vice-president, Gilbert M Smith; treasurer, C A Holbrook; secretary, L S Owen.

Executive Committee—E F Anderson, M O Doering, Hugh C Edmiston, Jas Davison, C A Holbrook, Henry Witte, Lee Kohns.

Arbitration Committee—Robt Slimmon, Henry Endemann, Lee Kohns.

Membership Committee—C L Dwenger, John J Miller, Jas Davison, M Kirschberger, J L Lyon.

Trustees for three years—Lee Kohns, C A Holbrook, E F Anderson, Gilbert M Smith.

For every man on the ticket this was a re-election and a well-deserved endorsement. President Briggs has filled the chair with dignified ability, while Treasurer Holbrook and Secretary Owen have anew demonstrated that they are the right men in the right places.

A DEER IN A CHINA SHOP.

ENCOURAGED by the bull's apparent retirement from his proverbial exercise, a wild deer recently invaded a crockery store in Lynn, Mass., and managed to destroy hundreds of dollars' worth of crockery and glassware. The animal was a two-year-old doe, and weighed about 100 pounds. She escaped from a reservation in the Lynn woods and headed for the central section of the city after having

been frightened by the barking of dogs. Her career ended abruptly in the crockery establishment of Hatton Bros. & Johnson, which she entered via a valuable plate glass window. A game warden took her back to the woods in an automobile.

THREE NOMINEES FOR PRESIDENT.

THE meeting of the Western Glass and Pottery Association at the Monongahela House last week to nominate officers for the ensuing year resulted in three nominations for president, as follows: Joseph A. Harris, A. H. Heisey and Harry A. Keffer. The other nominees were: vice-president, Walter R. Wearn; secretary, Joseph G. Kaufmann; treasurer, Walter G. Minnemeyer. Trustees—Addison Thompson, Marion Bryce, Joseph A. Harris, W. C. Lynch, John S. Goodwin, J. E. Deans, Walter Lindsay, C. H. Becker, Peter E. Brady, George C. Thompson, S. H. Stirling, Jefferson R. Warner. The election is to be by a referendum vote January 21. An amendment to the by-laws is proposed which will limit the term of the president to one year.

HISTORY OF THE TEDDY BEAR.

MORE than twenty years ago a poor crippled girl living in Germany, being forced to earn a livelihood, went to the proprietors of some textile mills near her home and begged odds and ends and clippings, which with a deft hand she fashioned into small animals stuffed with cotton. These she sold to her neighbors and friends, who at first bought them as a matter of charity. Later the storekeepers in the vicinity found a profit in them as quick-selling articles, and then the wholesale men arranged with her for supplies. She soon exceeded her own ability to turn out sufficient quantity, and engaged help among the young girls in her neighborhood. The business thrived and grew until in a few years she was employing sixty-five hands. Later on she erected a factory and increased her help to five hundred.

Among her productions was a bear, and at the close of the Russian-Japanese War this became popular for gifts and souvenirs by the returning Russian soldiers. At about this time the American demand also began to increase. The Nimrod of the White House had just *veni, vidi, vici'd* a grizzly, and the little bundle of fuzziness, promptly christened "Teddy," became a fad. The demand grew enormously, and another factory had to be erected.

This, by the way, is built of glass bricks, and presents a very peculiar appearance. Not a particle of wood is used in its construction, and although there are windows, the light filters through the sides of the building, giving a uniform illumination. It is said

that no matter how warm the weather, the inside of the factory is always cool.

Its proprietor now employs more than three thousand people and has orders enough on hand to keep her running far into the future.

STONEWARE MANUFACTURERS CONFER.

MANUFACTURERS of stoneware in Ohio and Pennsylvania held their annual meeting recently at the Cortland Hotel in Canton, O. While various matters were discussed, the members afterwards claimed to have disposed of no important business. Those attending were: G. W. Pfatzgroff, of York, Pa.; G. E. McKeever, of Crooksville; C. W. Stone, of White Cottage; John G. Burley, of Crooksville; A. R. Derr, of Akron; G. A. Parker, of Akron; A. L. McClure, of Crooksville; F. C. Green, of Atwater; G. B. Gilhart, of Atwater, and C. L. Adcock, of Logan.

REVIVAL OF DEMAND FOR IRIDESCENT GLASS.

THERE is a marked revival of the manufacture and sale of high class iridescent glass. About a quarter of a century ago iridescent glass came into popular favor on the heels of the vanishing craze for blue glass which was set in motion by an essay by Gen. Pleasanton upon the beneficial features that accrued from placing delicate and ill persons within sunlight streaming through blue glass window panes. This led to such absurdities as blue glass lamp chimneys, which obscured fifty per cent of the light, and for a time blue glass constituted a part of everything made for sale in the trade.

Then came advocates for iridescent window glass for the rooms of invalids, and this was followed by the running of iridescent glass into the ground through an excess of articles proffered to the public, mainly in stridently vulgar forms, by men who were in the making of glass with no idea of service to art, and whose ethics were on a plane with those of the sausage-maker.

The present revival of iridescent glass has come from the higher classes of art workers in glass, and is based upon fidelity to the sound teachings of fabrication and form that belong to the best schools of today.

There is no foundation for the common belief that the ancients made iridescent glass. The superb examples of this sort which are to be seen in art museums were made as nearly like the clear glass of today as was possible to the workers in days of old. The colorations which afterward developed into iridescence were effected by Father Time, who on a number of well-known examples put in not less than

a thousand years. Glass exposed for many years to atmospheric influences becomes iridescent, as may be seen in the old bull's-eye crown glass which has survived for upward of a century in old homes in the seaboard States.

In the possession of the Vanderbilt family in New York is a wine jar found in Pompeii which, as the result of its deposition in hot ashes and the following chemical action, became beautifully iridescent. This jar cost \$10,000, and bears two inscriptions—probably scratched upon the vessel about the time of the calamity. The upper one is in a light feminine hand, and reads: "I have been a faithful wife ten years. To-day I asked my husband to take me to the games. He refused. Now he fills this jar with costly wine, that he may feast his worthless and drunken political friends." Underneath this is scratched in a heavy masculine hand: "The best woman for a hundred leagues about—but never satisfied, except when she is petted like a baby."

Modern iridescent glass is largely a product of chemicals, and is based upon the knowledge of a branch of optics that relates to what is technically named "interference"—which is a result of refraction and reflection acting simultaneously, the effect being to eliminate a fixed proportion of waves of ether in the sum of the white light, whereby colored light is made predominant. In making iridescent glass the deposition of a thin film of silica and earthy silicates imparts a brilliant iridescence, accompanied by a silver sheen. Some exquisite effects in the making of this glass are produced by treating the film-like deposition with hydrofluoric acid and fluorid of calcium.
—*Commoner and Glassworker.*

MELTING FIRE CLAY WITH SUN'S RAYS.

AN apparatus has been invented which concentrates the rays of the sun from more than six thousand small mirrors on a spot about seven inches in diameter. The heat generated is about 7,000 degrees Fahrenheit. Iron can be melted in less than a minute and fire clay fused in about three minutes by this machine. Magnesia, one of the hardest things to melt, requiring a heat of about 6,400 degrees Fahrenheit, can be reduced to a molten state in twenty minutes. For the benefit of those who wish to forget the name of this instrument, it has been christened the pyrheliophor.

JOBBER'S CONVENTION.

THE Annual Convention of the Wholesalers of Crockery and Glass in the United States will be held in New York on Wednesday, February 6, at the Holland House.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 10, 1907.

NO REGRET SO KEEN AS THAT FOR LOST OPPORTUNITIES.

THE import buying season is at hand, and the importers have prepared for it the most beautiful and artistic goods it has ever been our privilege to examine. But the æsthetic is not the only class to which the dealer must make appeal. There is a utilitarian side to pottery and glassware, and this has been just as carefully looked after. Men are in business for money. If goods can be artistic and profitable at the same time, so much the better; but the business end is never lost sight of. As a natural corollary, the wholesaler's success necessarily depends upon the success of his patrons. Therefore, everything brought out is designed primarily with a view to being disposed of by the buyer at an advanced price.

Now, unless the various displays are seen, judged and compared, how can the buyer act intelligently? The importers themselves do not confine their lines to those of one or even three or four manufacturers. Then why should the retailer restrict himself to the goods of one importer? A well-selected, diversified retail stock needs to consist of more different kinds of goods than are shown in any one wholesale establishment.

The necessity of buying as large a variety as possible is appreciated every season by many a buyer who before the year is out is sorry that he did not see

certain lines in the beginning. He has found that he was minus certain quick-selling, profit-making goods because he bought without knowing what there was in the market.

It is not possible to buy even a little of all the good things; but at least they may be inspected. No man can know too much about what is to be had. He thus learns what a competitor is carrying and what price he pays for his goods. With that knowledge he can meet the situation with other wares in competition. A careful survey of the various lines in advance is of great advantage in this respect. It takes time and costs a little money to gain this information, but it always pays to *know*.

Besides, it is not justice to oneself to come to New York and buy a large stock in two or three days. That amount of time spent in simply visiting and looking at goods will more than pay for itself, even though in the end the purchases are made in the same old way that has been going on for years. At least the buyer will not be able to say that he is sorry he did not see them. It may change his idea of buying next time.

PERSONAL.

REPOSEFUL old Jersey has acquired a new commuter in Chas. L. Kerr. His daily trips have a cozy little home in the Oranges as the objective point at one end, and the New York headquarters of Gillinder & Sons as their local terminus. Between the two there's a striking contrast. Business responsibilities and annoyances await him on this side of the river; but back there in Jersey the element of worry, fretfulness and ill-humor passes entirely out of his life. And no wonder! Wasn't "Charley" wedded on New Year's Day to one of the most charming young women that Toronto, Can., could boast of, in the person of Miss Emily Florence Mackie? The ceremony was performed in the Metropolitan Church, of Toronto, and was one of the most elaborate affairs of the character ever witnessed in that city.



Jas Murdock, of Murdock Bros., Brandon, Man., reached New York on Saturday last. He expected to be in the market but a few days.



While in New York on Monday, W. J. Avery visited the JOURNAL office to announce the retirement of A. H. Avery, Son & Co., of Gloversville, N. Y., from the crockery business. Mr. Avery himself was a member of the firm, and in the future he will be connected with the Gibbs-Marvin Co., a wall paper concern in Troy. The china store in Gloversville was established by A. H. Avery, father of our informant, in 1868. It was a successful enterprise from the start.

The senior Avery's retirement from active business, together with a tempting offer for the property occupied by the firm, were responsible for the disposal of its interest in crockery.



W K. Andrews, buyer for A. D. Matthews & Sons, Brooklyn, left on Saturday night for a visit to the glass exhibit at Pittsburgh.



J. H. Venon left on Sunday night for a two weeks' trip to New England points, his first stop being Boston. C E. Cardon is on his way South



I Halpern has engaged as buyer for the Pettis Dry Goods Co., of Indianapolis, Ind. Mr. Halpern was formerly assistant manager of the housefurnishing department at the Fourteenth Street Store, this city.



E A. Buck has been selected by the Roseville Pottery Co. as manager of its New York office, succeeding C. S. Yeagle, who will in the future take care of the firm's Philadelphia business. Mr. Buck has heretofore been a special representative on the road of the Roseville concern.



H. Lacour left early this week for a trip among the glasscutters with a line of blanks from the Bacarat Glass Works.



Last Thanksgiving Day a friend of Jas. W. Blaney found that usually happy-spirited personage in a Chicago hotel. The recollection that he was away from home on such an occasion had temporarily removed the sweetness from "Jim's" disposition

"Why aren't you at home eating your cranberry sauce and turkey?" asked the caller.

"At home?" grunted Blaney, as he lovingly fingered the weekly paper from his native town. "Why, my dear sir, I can't spare the time. I travel thirteen months a year and work forty-eight hours every day. Our concern has fifty other traveling men. They cover Jupiter and Mars, and I've got all of the remaining territory."



Frank S Warren leaves this week for the South with a host of new things from Maddock & Miller. The tour will keep him away until late in the spring.



W. S. Creveling occupies a sample-room in the Fifth Avenue Hotel with the Taylor, Smith & Taylor Co.'s line. He will remain there until the 18th.



Frank C. Boyland took possession on Monday of his new berth as buyer of china for the Duffy, McInnery Co.'s store in Rochester, N. Y. He was in New York on Thursday of last week, but the visit

was in the interests of the Edw. Malley Co., New Haven, Conn., from whose employ he retired last Saturday.



S. R. Clarke, who on January 1 severed his connection with the Sperry & Hutchinson Co., for whom he bought crockery, glassware and kindred lines, will hereafter manage and buy for the C. E. Barker Mfg Co., 56 Warren street, this city, which is also interested in the premium business



W. L. Garetson, with Carlowitz & Co., left last week for a tour through the Middle West and Southwest, making his first stop at Pittsburgh, where he will remain until the last of next week.



A. L. Blackmer is showing his firm's line of cut glass in Philadelphia this week, and will be in Pittsburgh on the 14th, 15th and 16th. From there he goes West, returning to New York at the Fifth Avenue Hotel on Feb. 4



Major Wilber Combs, who comes by his title as a result of actual military service, and not in the manner that so many Kentucky gentlemen acquire the prefix of "Colonel," has connected himself with the trade. He is to look after orders in this vicinity for the Blau Bros. Co.



Chas. F. Stillman has been engaged by the Geo. H. Bowman Co. and will be at the New York store from this time on.



It is rumored that Joseph Moore, late buyer for A. Lisner & Co., Washington, has been appointed manager of R. H. White & Co.'s china department, Boston.



Fred C. Roemer, with C. L. Dwenger, has been in Chicago for several days on a special business errand.



Miss Elias surrenders the management of J. Lauchheimer & Co's china and housefurnishings department at 86th street and Third avenue, this city, next Saturday. Her successor has not been named.



Mr. Seitz has severed his connection with the hotel china department of Wanamaker's, this city, and engaged with L. Barth & Son, the local hotel supply house, as salesman. His place at Wanamaker's has been taken by Guy Hawthorne.



Harry E. Thompson, who recently resigned as manager of the American China Co., has made no arrangements for the present year. He is still in To-

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ronto, O., but is undetermined as to whether or not he will continue in the pottery business.



Major C. L. Knapp, of Leavenworth, Kan., who has been confined to his home for six weeks with a broken ankle, expects to discard his crutches very soon, and will be on hand as usual for his annual trip to New York early in February.



Jos. Hurd, with Wm. S. Pitcairn, left on Monday night for a trip West, making his first stop at Pittsburgh.



Frank W. Moore, with the American China Co., came down from his home in Ossining, N. Y., on Wednesday to greet old friends.



Tobe Blumenthal, of Mexico City, sends us his annual New Year's card. The attention is appreciated



W. T. Darden was in New York this week getting his line of samples from Edward Butler. He starts out next week on his trip West.



A. H. Hays opens at the Fifth Avenue Hotel, this city, on Monday, for a stay of one week with the Cook Pottery Co's line.

BIELING OUT, AFTER ALL.

ONCE more Frederick B. Bieling, examiner of china at the Public Stores, is out. He resigned, was reinstated by Secretary Shaw, served one day, and again resigned. This time he will probably stay out. Appraiser Fowler has nominated Edward C. Bibb to succeed Mr. Bieling.

AND STILL THEY COME!

EIGHT more names were added to the membership roster of the Pottery, Glass and Brass Salesmen's Association at a meeting of the directors on Thursday, the 3d. The new recruits are: Geo. H. Woodworth, with S. A. Weller; Walter B. Lingham, with Geo. F. Bassett & Co.; Carl F. Prosch, manager of the Honesdale, Pa., Decorating Co., John W. Hoogland, with H. L. Judd & Co.; Louis Ott, Jr., with Geo. Borgfeldt & Co.; Walter M. Manes, with Geo. F. Bassett & Co.; Henry R. Luckock, with C. H. Taylor Glass Co.; and Wm. A. Demorest, with W. R. Demorest & Co.

Because of the payment of the death benefit of Henry C. Ranney, the fund reserved for this purpose has gone below the required limit of \$1,500.

This has made it necessary for Secretary O'Gorman to issue a call for an assessment of \$2. The annual dues of \$1 are also payable at this time.

CHAPMAN & CO. CLOSE.

THE department store of Chapman & Co., Fulton street, Brooklyn, closed its doors on Tuesday. The reason given in a notice posted was the expiration of the concern's lease on the building. The stock has been purchased by the O'Neill-Adams Co., this city. The future of the Chapman Co's business seems to be in doubt. It is understood that the firm has intimated a determination to establish itself in a store in New York city.

The Brooklyn business was first started by Wechsler Bros. Then Joseph Offerman took it in hand. After that the Joseph H. Bauland Co. had it, and four years ago the Chapman Co. stepped in.

OBITUARY.

THE death of Jas. Hays Willock, president of the Pittsburgh Lamp, Brass and Glass Co., occurred recently in Sewickley, Pa. He was aged fifty-four, and is survived by his mother, a sister and two brothers. One of the latter, F. S. Willock, is treasurer of the Pittsburgh Lamp, Brass and Glass Co.



Jas. E. Holden, assistant manager of Marshall Field & Co.'s retail department, Chicago, Ill., died recently in that city. He was fifty-one years of age.



Richard G. Evans, aged forty-seven, died recently at his home in Pittsburgh. Mr. Evans was largely interested in the Hemingray Glass Co., although he devoted most of his attention to the H. J. Heinz Co., of which he was secretary.



David C. Webb, president of the Webb-Frey-schlag Mercantile Co., jobbers of china, glassware, etc., Kansas City, Mo., died recently at the age of seventy-two.



P. H. Menges died in Brooklyn of a complication of diseases on January 2, aged sixty-one. He was for many years bookkeeper for Klingenberg & Leonard, and when Chas. L. Dwenger started Mr. Menges went with him, resigning about three years ago. He was a member of the Pottery, Glass and Brass Salesmen's Association.



Bertrand Stephens died in the hospital January 2, in this city, after a two days' illness of pneumonia aged thirty-five. Eleven years ago Mr. Stephens came to New York with W. P. Graham. He obtained

employment with Fondeville & Van Iderstine, where he remained until five years ago, when he started a manufacturers' agency of furniture, china and glass. He was born in England, and had no relations in this country, although he had made many friends here.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

S Y Pierce, with Henry Siegel Co, c, Boston. Imperial.
F H Ellis, with Central Dep't Store, t, Los Angeles. Albert.
J Hogan, with Denholm & McKay Co, hf, Worcester, Mass. Woodstock.
W Walker and W C McMillen, with E W Edwards & Son, hf, Syracuse and Troy. Albert.
Jas Murdock, with Murdock Bros, c, Brandon, Man.
W M Hatch, of W M Hatch & Co, Boston. St Denis.
B M Joseph, with R Weill & Co, c, San Francisco.
Miss R Rosenblatt, with N Snellenburg & Co, t, Philadelphia. Seville.
W Katzenstein, with L Lauer, t, Baltimore. Broadway Central.
H Breton, with Curran Dry Goods Co, c, Waterbury, Conn.
Mrs J C Nourse, with Woodward & Lothrop, s, Washington. Holland.
L Herman & Son, c, Danville, Va.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
January 8, 1907.

BREMEN

6 packages glassware..... L Straus & Sons
18 " " A Steinhardt & Bro
8 " " Samstag & Hilder Bros
55 " " Strobel & Wilken Co
275 " " Miscellaneous Orders
40 " earthenware..... Karl Hutter
11 " " L Straus & Sons
107 " " Strobel & Wilken Co
9 " " Miscellaneous Orders
42 " toys..... Hamburger & Co
239 " " Geo Borgfeldt & Co
2 " " F A O Schwartz
192 " " Strobel & Wilken Co
97 " " Miscellaneous Orders

ROTTERDAM

74 packages earthenware..... Bawo & Dotter
15 " " Geo Borgfeldt & Co
5 " " L Straus & Sons
16 " " Miscellaneous Orders
30 " toys..... Strobel & Wilken Co

LIVERPOOL

8 packages chinaware..... Endemann & Churchill
21 " " Chas Ahrenfeldt & Son
2 " earthenware..... The Rowland & Marsellus Co
2 " " Higgins & Seiter
4 " " Fondeville & Van Iderstine
14 " " Miscellaneous Orders
18 " toys..... Strobel & Wilken Co

HAMBURG

67 packages glassware..... Fensterer & Ruhe
78 " " Bawo & Dotter
81 " " Eimer & Amend
11 " " O Goetz
8 " " Knauth, Nachod & Kuhne
28 " " Kmy-Scheerer Co
27 " " Strobel & Wilken Co
451 " " Miscellaneous Orders
53 " earthenware..... L Straus & Sons
7 " " C Ahrenfeldt & Son
22 " " G F Bassett & Co
3 " " L D Bloch & Co
1 " " Geo Borgfeldt & Co
2 " " Fensterer & Ruhe
6 " " Hamburger & Co
84 " " Koscherak Bros
6 " " F Bing & Co
6 " " J Wygand & Co
61 " " Bawo & Dotter
31 " " Strobel & Wilken Co
49 " " Miscellaneous Orders
43 " toys..... Samstag & Hilder Bros
84 " " B Illfelder
102 " " Strobel & Wilken Co
96 " " Miscellaneous Orders
8 " harmonicas..... Strobel & Wilken Co

HAVRE

7 packages chinaware..... Paroutaud & Watson
3 " " F P Abbt
2 " " Endemann & Churchill
7 " " Miscellaneous Orders

ANTWERP

8 packages earthenware..... Strobel & Wilken Co
11 " toys..... " "

LIMOGES

119 packages chinaware..... W L Briggs

SOUTHAMPTON

28 packages chinaware..... Wm Guerin & Co
3 " " A G Moment
10 " " Miscellaneous Orders

FIUME

16 packages glassware..... J Palme
36 " " F W Woolworth
69 " " L Straus & Sons

IMPORTS AT PORT OF BOSTON.

MANCHESTER

38 packages earthenware..... Downing's American Despatch
2 " " Jones Bros & Co

LONDON

8 packages earthenware..... Miscellaneous Orders

HAMBURG

19 packages earthenware..... Jones, McDuffee & Stratton Co
2 " " Mitchell, Woodbury Co
78 " " C J Pierce & Co
1 " " Jordan Marsh Co
84 " " F Behrends
10 " " L Wolf & Co
18 " " B D Webber
25 " " Stransky & Co
77 " " Boston and Maine Railroad
54 " " R F Downing & Co
34 " " Geo Borgfeldt & Co
109 " " First National Bank
32 " " Miscellaneous Orders

LIVERPOOL

22 packages earthenware..... Jones, McDuffee & Stratton Co
2 " " D Thorpe
108 " " Mitchell, Woodbury Co
2 " " Richard Briggs Co
148 " " Miscellaneous Orders



The Display at Pittsburgh.

In many respects the best for years. New things all along the line, and good business being done. The advance in prices no drawback.

THE annual glass and pottery exhibit for 1907 is in full blast, and a good business is being done. The big buyers are not quibbling over prices. Some of the little fellows, however, are holding back in the matter of orders; though this will do them no good, for it is the intention of all to strictly maintain the present price lists.

The display of the Fostoria Glass Co. is located in the same old suite at the Monongahela House, in charge of Frank B. Lawrence. Only one new pressed table line is shown, the "Lucere," and it is asserted that no other is needed. "It's of the different sort," Mr. Lawrence says, "and no firm can successfully, 'keep store' without it." New samples are arriving daily, and the display is very fine.

Candelabra are a prominent feature of the display of A. H. Heisey & Co. They are also showing a new colonial grape fruit glass, and a new line of trumpet-shaped vases.

S. Q. Hamilton displays two new lines in the interest of the Tarentum Glass Co., and announces that both are having a remarkable sale. "The Windsor" is imitation cut, while the "Portland" is a plain but very neat design. On both lines the gold decoration presents an exceptionally rich effect.

The exhibit of the Cambridge Glass Co. under the direction of A. J. Bennett and Albert Boggs, has attracted a lot of buyers. The "Marjorie," a clever imitation cut design, is a good seller, and some large orders are being booked.

The "Oneata," a striking imitation cut glass design, is a prominent feature of the exhibit of the Riverside Glass Co., in charge of E. C. Sullivan and Thomas G. Jones, and good sales are reported. In addition to the decorated goods they show a neat line of plain tableware and their original "clinch on-collar" lamps and molasses cans.

Ira B. Fickes, representing Gill & Co., Philadelphia, is showing a number of new things in globes, shades and decorated lamps. This line is excep-

tionally strong in cheap and medium priced goods, The decorations are striking, and the combination of colors remarkable. The display also contains a splendid line of metal gas and electric portables, and gas and electric glassware.

The Jefferson Glass Co. has a very attractive display in room 2, Monongahela House. The most striking feature of the exhibit is "The Jefferson," or No. 254 pattern, a crystal line with alternate plain and figured panels. It is also shown in a very effective rose and gold decoration.

In parlors A and B of the Monongahela House the McKee-Jeannette Glass Co. are offering under the well-known trademark "Pres cut" a new pattern, the "Yutec," which cannot fail to bring good business. The display is full of novel pieces, one striking feature being a punch bowl. A new departure is an excellent plain pattern which is sure to appeal to dealers.

The Ohio Flint Glass Co. have introduced a line containing decidedly new and original features. The square handles on the "Chippendale" are an innovation as applied to glassware, and add much character and individuality to the design. It is the most talked about of the many attractive goods in the 1907 exhibit. The "Gloria" is a cut design of exceptional brilliancy and artistic merit, and the business thus far done on both lines is highly satisfactory.

The display of the Roseville Pottery Co., in charge of F. H. Pletcher, is conceded to be the most remarkable ever shown by that firm. Their "Egypto" matt green umbrella jars, jardinières and pedestals are particularly commendable; as are also the Grecian and Pompeiian effects, which are really clever conceptions. The Rozane art ware is also shown in a full line of shapes and decorations.

The Steubenville Pottery Co.'s line is in rooms 10-11 Monongahela House, in charge of James B. McHugh and W. C. Lynch. The new "Satoko" is one of the most attractive decorations that has been brought out

for years. The firm has improved its "Blue Line" of specialties and dinner ware to such a degree that the question is frequently asked by visitors: "Is this line all made in America?"

H. D. Whitney has arranged a clever display for the Phoenix Glass Co. at the Hotel Henry. The lamps shown have a quality, character and style all their own. Some delightful new domes are also presented.

A complete line of iced and decorated domes for gas and electric portables is being shown by Gillinder & Sons at the Hotel Henry. This display is exceptionally rich. Among its features are some colonial effects in use a century ago. A strong line of bureau and dresser sets is displayed to advantage, and some new effects in crystal candlesticks are to be seen. Their line of salts and peppers is extensive and their usual offering of "eggs" is as large as ever. Mr. Nicholson, who was to have had charge of the display, is ill with typhoid fever at his home in the East. His place is being ably filled by Howard Beatty, who came on from the factory.

A new stem line which is being offered by Bryce Bros. Co. is proving to be a remarkable seller. Some new glass baskets are also selling fast. The display contains several pretty designs in grape fruits.

S. T. Pletcher, looking after the interests of the S. A. Weller Co. at the Hotel Anderson, was summoned home for a few days just after he opened. He has now returned, however, and is being greeted by a number of the largest buyers.

The exhibit of the United States Glass Co. at Ninth and Bingham streets, Southside, is simply immense. Everything can be found here, from the cheapest to the highest grade.

The showrooms of the Consolidated Lamp and Glass Co., which have been in the Monongahela Bank building at Sixth and Wood streets, have been closed, and buyers are being taken to the factory at Coraopolis, Pa., by trolley. President McAfee will look out for business by remaining close to the trade during the exhibit.

The Robt. Rawsthorne Engraving Co. are distributing a very convenient memorandum for visiting buyers in the shape of a pretty folder giving the names and addresses of the exhibitors of glass at Pittsburgh.

Mr. Minor, representing the W. H. Glenny Co. Rochester, N. Y., was one of the first of the buyers to arrive.

Representatives of Butler Brothers, from the St. Louis, New York and Chicago stores, were here last week taking in the exhibits.

BUYERS' EXCURSIONS.

THE Merchants' Association announces that buyers rates to this city will be in effect from Trunk Line Association territory on February 23d to 26th, inclusive, and March 16th to 19th, inclusive, with the customary fifteen-day return limit. The special rate will be, as usual, a fare and one-third for the round trip, the reduction being granted under the certificate plan.

Roughly described, Trunk Line Territory extends from the New England-New York border west to and including Buffalo and Salamanaca, N. Y., Erie and Pittsburgh, Pa., Wheeling, Parkersburg and Huntington, W. Va., south to the Potomac River and the line of the Chesapeake & Ohio Railroad. The rate does not apply from points in the States of New York, Pennsylvania and New Jersey less than one hundred miles distant from the metropolis.

The merchants who take advantage of these rates will register at the Association's new headquarters, the Merchants' Association Building, 66-72 Lafayette street (formerly Elm street), between Leonard and Franklin streets. In the new offices, which occupy the entire second floor of the building, every convenience will be afforded visitors—a prominent feature being a large and well-equipped reading and writing room.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 22, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 22, '06	Correspond- ing period 1905
Boston	142	154	6969	5272
New York	82	88	6872	7003
Baltimore	397	143	14547	11823
Philadelphia	55	60	1186	932
New Orleans .....	....	....	4320	3317
Newport News .....	....	....	1167	1044
San Francisco	93	46	1658	1230
Portland (Me.)	79	....	1924	473
Galveston	7	....	1396	7836
Portland (Or.)	25	138	1048	669
Inland Points	38	233	9979	12602
Total	918	863	51566	44761

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Dec. 22, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 22, '06	Correspond- ing period 1905
New York	77	88	6807	7102
Boston	139	154	6884	5064
Philadelphia	55	60	1144	929
Baltimore	397	143	14736	11556
San Francisco	93	46	1628	1229
New Orleans .....	....	....	4837	3379
Portland (Me.)	21	....	1084	328
Galveston	7	....	1316	822
Newport News .....	....	....	1082	1118
Portland (Or.)	25	138	1099	669
Inland Points	38	223	10650	12287
Total	852	857	51267	44478



THERE has been little change in the District this week so far as business conditions are concerned. Few buyers are here, and those who have arrived are not prepared or disposed to make their regular spring purchases. The regular influx of merchants is not looked for before the last week in this month.

Geo. F. Bassett & Co. will show many new English open stock patterns this season. One of the best is illustrated on another page. It is called the Haarlem. It is a flow blue pattern, on an excellent shape, finely engraved, and is sure to be a winner. Besides the English goods the firm will have many new things in the famous Bassett China.

The Blau Bros. Co. has given up its representation of the Salo Art Metal Co. and will hereafter handle a special line of twelve different styles of electric portables. The same concern has also just introduced an entirely new creation in the way of "Nearbronze" statuary, pedestals and electroliers which possess a bronze-like finish totally different from last year's line.

Blakeman & Henderson's handsome and spacious new showrooms present an inviting appearance these days. The extensive array of samples for 1907 trade is now complete, and the natural beauty of the numerous items is considerably enhanced by their lavish surroundings. No line ever before brought over from their French factory by Blakeman & Henderson can properly be said to compare with this year's offerings. The assortment of novelties is particularly large and original in idea, and the range of shapes as well as decorative treatments in the other pieces also exploits many fresh conceits.

A. Gredelue, who represents the Baccarat Glass Co., is showing a line of novelties very different from anything the company has ever before put out. Among them are some pretty electric portables for able decoration with four glass holders for flowers.

A centerpiece made up of small flower-holders on a metallic base is very good indeed. Then there are long-stemmed liqueur glasses with different-colored bowls arranged in metallic holders. Vases with bronze feet and gold decorations are very effective. An entirely new decoration on goblets and tumblers has the design in etched, cut and engraved effects, the cutting being done on the etched work, and resulting in remarkable brilliancy. They will also soon have a line of hanging electroliers. One already shown in cut glass is very handsome.

Arrangements have been made whereby E. Bergman & Son, 25 West Broadway, will hereafter represent the Pittston, Pa., Cut Glass Co. in this market.

Edward Butler is showing some pretty designs from Booth's, Ltd., England. One of the neatest is in white and gold, with a key border and a small print under the band. There are also some choice things in white and gold, including standard dented edge. He has coming in a few days a new plum design in Chinese blue, taken from an old Chinese vase. This color is one of the most difficult to produce on pottery. It is a steel blue without any purple tinge, and is like the sky blue used by the Chinese in the sixteenth and seventeenth centuries.

Carlowitz & Co. opened last week one of the most extraordinary lines of Japanese earthenware ever shown in this market. The shapes and designs are simply wonderful, and the price is ridiculously low. Their whole line of samples is full of good things, and every dealer coming to market in the near future will miss it if he does not take a look at what they have to offer.

A pretty thorough rearrangement of the scheme of display in the showroom of W. H. Dunn & Co. is being made. Two new cases have been built for the additional pieces from the Clifton Art Pottery Co., an extra table has been constructed for the samples from

the A. Radford Pottery Co., and two new tables have been placed in position for the lines from the Tygart Valley Glass Co. and Featon Art Glass Co. Another table will be provided for the exhibit of stoneware from the A. E. Hull Pottery Co. Most of the fixtures, now white, are to be clothed in black.

Endemann & Churchill are bringing out many new and desirable things in French china and have added to their line of stock patterns. The samples will all be displayed very shortly.

Col. E. S. Fowler, Appraiser of the Port of New York, has issued an order facilitating the passing and delivering of goods. This will be very welcome news to the crockery and glass trade, for in the past it has suffered severely because of delay in getting wares through the Custom House.

In order that the blown glassware line from the Fostoria Glass Co. might be properly exhibited John Nixon has had four special booths erected in his showroom. These occupy a portion of the space formerly used as a hallway, and the balance is to be devoted to an additional display of lamps. The booths are clothed in black and equipped with adjustable glass shelves.

M. Herbert has leased room 4 at No. 19 Park Place, where he will carry the Salo Art Metal Co.'s portables, electroliers, etc. He will later add one or two other lines.

H. B. Hollis has added the cut glass products of Conroy & Connors to his present exhibit. These goods are of a particularly exclusive and high-class character, and will in no respect conflict with the samples from Becker & Wilson and N. Packwood & Co., which he has been carrying for some time.

W. S. Harris is taking orders for stereoscopic photographs of china and glassware. This is an excellent scheme, and the wonder is that it was not thought of before. Among its other advantages is that of being able to show large pieces which could not be carried in the traveler's trunk.

A. G. Menzies, 32 Park Place, has been appointed the selling representative in this market of the Philadelphia City Pottery Co.

A new and vastly improved method of display has been perfected in the showroom of Maddock & Miller. The tables have been divided into compartments for the purpose of relieving the necessarily jumbled appearance that the exhibit formerly possessed. This idea of separate compartments for different shapes and patterns is carried out not only in

connection with the side tables, but also with regard to the centre table. The widening of the aisles and the creation of two new aisles in the centre of the main floor are also beneficial changes.

The National Exchange Bank and the Irving National Bank, where many of the crockery men do business, will shortly be consolidated under the name of the Irving National Exchange Bank. After the merger the offices will be located in the building now occupied by the New York National Exchange Bank, West Broadway and Chambers street.

Julius Palme is adding to his facilities by taking in the entire loft running from street to street over his present quarters.

Thursday evening, Jan. 17, has been scheduled as the date for the sixth annual entertainment and reception of L. Straus & Sons' Mutual Benefit Association. The Yorkville Casino, at 210-214 E. 86th street, this city, is to be the scene of the affair. The details, as usual, are in the hands of Leon Sultan, whose past successes insure another thoroughly delightful occasion.

The Strobel & Wilken Co. are working night and day to get their samples ready, and a little later on will have something to say about a special line which they will control. Something out of the ordinary is promised.

Robt. Slimmon & Co. are showing some fine specimens of Bristol Delit—revivals of patterns modified and improved from the old original ware made about 1747. Messrs. Pountney & Co., who now own the plant, have built a model factory—all on the ground floor. The same progressive spirit is shown in the quality of the new "old" goods. Lovers of art objects will make a point of seeing the samples now displayed.

Apropos of our report of the Salesmen's banquet in last week's issue, a prominent member of the trade was heard to remark: "We expect the CROCKERY AND GLASS JOURNAL to do things right; and it usually does."

J. H. Venon has been making more changes in his wareroom. It is now one of the most attractive in the city. The taste in arrangement and the beauty of the fixtures are greatly to the credit of Mr. Venon.

W. M. Warrin has removed his sample-room from the fourth floor at 76 Park Place to much larger quarters on the second floor of the same building. He has also added still another line to his exhibit—a cut glass assortment from the factory of Feeney & McKanna, Honesdale, Pa.



CHANGES AMONG THE BUYERS.

THE changes among the buyers of crockery and commercially-related lines in American retail stores during 1906 were quite as numerous as usual. Below is a list of those which have come to our attention:

Harry S. Manchester, formerly with Carson, Pirie Scott & Co., Chicago, is general merchandise manager for Wanamaker, Philadelphia.

Frank C. Boyland, formerly with Edw. Malley Co., New Haven, Conn., is now buyer for Duffy, McInerney Co., Rochester, N. Y.

Edmund J. Hodgson resigns as china buyer for Abraham & Straus, Brooklyn.

H. B. Crawford, formerly manager of Rochester Stamping Co.'s New York office, is manager of Spaulding & Co.'s china, bronze and art metal departments, Chicago.

Chas. Smith, formerly the O'Gorman Co.'s china buyer, Providence, R. I., is now buyer of china, housefurnishings and toys for Brown, Thomson Co., Hartford, Conn.

L. B. Lilienthal is to own and manage crockery and glass departments at M. Rich & Bros. Co., Atlanta, Ga. He is also manager of the Lilienthal Crockery Co., same city.

F. T. Anderson accepts management china department of Fante Bros., Sioux Falls, S. D.

Mr. Lewis, formerly assistant in John McCormick's crockery department, Brooklyn, has become assistant to John H. Harris at Siegel-Cooper Co., this city.

A. Dorsen, formerly buyer for the Goerke Co., Newark, N. J., becomes manager of O'Gorman Co.'s china department, Providence, R. I.

L. B. Ayer has taken charge of crockery and glass departments of Sexton Walther Co., Dallas, Ore.

Chas. J. Weichel, formerly buyer for C. W. Woolworth, Scranton, Pa., is now with Cleland, Simpson Co., same city, as manager of crockery department.

Joseph Martin, formerly resident buyer for J. E. Manix Co., this city, is now housefurnishings commission agent.

Edw. W. Hammond, formerly buyer for Adams Dry Goods Co., this city, engaged as assistant to Thos. Gill in china department of Mandel Bros., Chicago.

Percy Barrett succeeds Mr. George as crockery and glass buyer for Barrett Bros., this city.

J. B. Hardy signs as buyer of housefurnishings for the People's Department Store, Rochester, N. Y.

W. W. Dodge, formerly crockery and glass buyer for Fourteenth Street Store, this city, accepted management of Beall-Livingston Dry Goods Co.'s china department, Columbus, O. Thos. Martin succeeded him as buyer for Fourteenth Street Store. J. Ramsey replaced Martin as assistant in the same house.

W. E. Noyes takes management of china department of R. A. McWhirr Co., Fall River, Mass.

W. H. Anderson, formerly buyer for P. Wiest's Sons, York, Pa., engaged as salesman with Downs & Bean, Philadelphia, Pa.

Adolph Schinagl, formerly assistant buyer at Mandel Bros., Chicago, became assistant manager in china department of Simpson, Crawford Co., this city.

H. S. Marshall resigned as china buyer for R. H.

White & Co., Boston, to engage in silverware brokerage business.

Geo. H. Kefauver became china buyer for R. C. Reynolds, Troy, N. Y.

Geo. Hall, formerly with Spalding & Co., Chicago, is now buyer for G. H. Wheelock & Co., So. Bend, Ind.

T. W. Hopkins, formerly buyer for Lydon & Canning, Marysville, Cal., now manages china department of White, Cooley & Tutts, same city.

Sidney J. Ackerman opened a new department in china and glass for Rothschild Bros., Portland, Ore., and Spokane, Wash.

J. C. Caine, formerly buyer for Miller & Paine, Lincoln, Neb., is now assistant manager of crockery department with Emery Bird, Thayer Co., Kansas City, Mo.

Geo. A. Searle, formerly with The New England, Minneapolis, Minn., accepted management of Schuneman & Evans' china department St. Paul, Minn.

F. B. Durston, formerly with Durston Crockery Co., Sioux City, Ia., is in charge of china department of T. S. Martin & Co., same city.

J. B. Bruenn, formerly crockery buyer for W. H. Schreiber Co., Brooklyn, became partner in the Continental Art Glass and Metal Co., this city.

Mr. Evans named as assistant manager of china department of Adams Dry Goods Co., this city, succeeding Jos. Moore, who became buyer for H. Lisner, Washington, D. C.

Mr. Evans, formerly with Wanamaker, this city, as manager of hotel china department, engaged with L. Barth & Son, this city, traveling South and West.

E. H. Bentley, formerly china and housefurnishings buyer for Beall-Livingston Co., Columbus, O., assumes similar duties with Trask, Prescott & Richardson Co., Erie, Pa.

W. M. Oddie, formerly manager of Schuneman & Evans' china department, St. Paul, Minn., is associated with the Cleveland headquarters of G. H. Bowman & Co.

John Q. Adams, formerly buyer for Simonds & Adams, Haverhill, Mass., became assistant manager of Henry Siegel Co.'s china department, Boston.

R. S. Krauss, formerly with G. Fox & Co., Hartford, Conn., takes charge of Scharfenberg & Robinson Co.'s china department, Pawtucket, R. I.

E. O. Hughes resigned as manager of crockery department of Butler Bros., St. Louis, Mo., to become manufacturers' agent in same city.

W. W. Everett advanced from china and housefurnishings buyer to assistant manager of Woodward & Lothrop's department store, Washington, D. C. His brother succeeded him in former capacity.

W. D. Gilmore, formerly general manager of G. H. Wheelock & Co., So. Bend, Ind., now in charge of china, glass, housefurnishings and toy departments of Hale Bros., San Francisco, Cal. J. J. Jacklin, formerly buyer for Hale Bros., now in business for himself in San Francisco.

Mrs. Moore resigned as buyer of bric-a-brac for Daniels & Fisher Stores Co., Denver, Colo. H. F. Pohlman had the line added to others that he purchases.

J. R. Irwin, who was succeeded by F. J. Waight as manager of Emery, Bird, Thayer Dry Goods Co.'s china department, Kansas City, Mo., is now assistant to L. S. Hinman at Wanamaker's, Philadelphia.

John Blake replaced Mr. Gunn as buyer of metal lamps and specialties, jewelry, etc., for Saks & Co., this city.

F. H. Davis resigned as buyer for Sperry & Hutchinson Trading Stamp Co., to market a safety razor of his own invention.

H. E. Claus, formerly with Baker & Ross, Washington, D. C., became manager of china department of Hunter, Tuppen & Co., Syracuse, N. Y.

C. H. Reiling accepted management of china department of Elder & Johnston Co., Dayton, O., succeeding O. M. Taylor.

H. M. Stockman resigned as buyer for Prescott &

Richardson, Erie, Pa., to become housefurnishings assistant at Wanamaker's, this city.

Eugene Schmidt was succeeded by A. W. Goodman as manager of china department of Clinton Close Co., Toledo, O. Schmidt is with Heyn-Binswanger & Co., Detroit, Mich., succeeding Charles L. Patterson, now with the May Co., St. Louis.

Mr. Skinner surrendered management of J. M. Hartley's Sons' crockery department, Fairmont, W. Va., to accept a similar position in the West.

J. B. Sheridan resigned as manager of china department of Edw. Malley Co., New Haven, Conn. Succeeded by Frank C. Boyland, who has just changed to management of Duffy, McInnerney Co.'s china department, Rochester, N. Y.

G. A. Robbins becomes manager of china department of John Carter Co., Memphis, Tenn.

S. R. Clarke, who succeeded Mr. Davis as buyer of crockery, etc., for Sperry & Hutchinson Co., has become buyer and manager for C. E. Barker Co., this city. Henry Mayer replaces him at the Sperry & Hutchinson Co.

Geo. Grant resigned as buyer for D. McCarthy & Sons, Syracuse, N. Y.

John W. Power, formerly lamp buyer, Jordan, Marsh & Co., Boston, connected himself with Geo. Beals, commission business, same city. Succeeded by D. J. Mahoney.

Louis F. Meyer appointed manager of china department of Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis, Mo., succeeding Geo. E. Gage.

Francois B. Chambaud appointed buyer for Myott & Son, Toronto, Can.

R. A. Cavanaugh resigned as china buyer for A. Lisner, Washington, to connect himself with A. A. Brager, Baltimore. Milton Jones, his predecessor at Brager's, became salesman with Rothschild, Meyers & Co., this city.

J. Latzer left J. J. Gorman Co., Brooklyn, to take charge of Katz & Goldsmith's housefurnishing department, Braddock, Pa.

Thos. Evans was succeeded by Claude Rodgers as crockery buyer for Steinbach & Co., Asbury Park, N. J.

A. C. Griffith, formerly manager of Joel Gutman & Co.'s china department, Baltimore, Md., placed in charge of art department of Wanamaker's, this city.

G. A. Robbins became manager of John Gerber Co.'s china, glass and housefurnishing goods department, Memphis, Tenn.

Lionel Schoenthal, formerly in crockery and glassware business, Washington, Pa., signed with Siegel-Cooper Co., this city, as assistant to Mr. Harris.

J. Moore, formerly manager of Prager Co.'s china department, San Francisco, Cal., engaged with Weinstock, Lubin & Co., Sacramento, Cal., in same capacity.

L. A. Carter resigned management of Mandel Bros' china department, Chicago, to take charge of L. D. Bloch & Co.'s art and bric-a-brac department, this city. Succeeded at Mandel's by Thos. Still.

Mr. Keech is now in charge of the crockery department of the Boston Dry Goods Store, Danielson, Conn.

E. L. Bates, formerly assistant buyer at Fourteenth Street Store, this city, engaged with Theo. Frankel, also this city, as salesman.

Bert Baker, transferred from hardware department of Koch & Co., this city, to assistant manager of china department in same house.

E. F. Studley, formerly with Bedford Co., Brooklyn, succeeded Chas. Van Houten as manager of J. R. Senior's crockery department, this city.

L. H. B. Sterner left Ziesel Bros., Elkhart, Ind., to become buyer of china and glass for Walker Bros. D. G. Co., Salt Lake City, Utah.

A. W. Knowles, formerly with J. W. Putts Co., Baltimore, now buyer of crockery and glass for J. Seth Hopkins-Mansfield Co., same city.

Chas. M. Ives, ex-manager of Quackenbush & Co.'s china department, Paterson, N. J., now in housefurnishing and hardware business in same city.

John H. Ling resigned as buyer for Siegel-Cooper Co., this city, to become a manufacturers' agent. Succeeded by Geo. E. Pasmore and John H. Harris.

E. C. Campbell, formerly buyer for E. C. Fisher & Co., Battle Creek, Mich., now manages china and housefurnishing departments of the C. F. Jackson Co., Findlay, O.

C. W. Corbin left R. H. Macy & Co., this city, to become assistant housefurnishing buyer for Simpson, Crawford Co., also this city.

K. K. Denniston appointed manager of Lahr-Bacon Co.'s china department, Evansville, Ind., succeeding C. O. Curtis, now with Lion D. G. Co., Toledo, O., as buyer.

Oscar Volker, formerly buyer for D. McCarthy & Sons, Syracuse, N. Y., now assistant buyer at Gimbel Bros., Philadelphia.

Geo. Wessels resigned from Journeay & Burnham, Brooklyn, to manage Imperial D. G. Co.'s china department, Altoona, Pa.

Geo. T. Holloway engaged with Joel Gutman & Co., Baltimore, succeeding A. C. Griffith as buyer.

Mr. Valentine signed with Whitney & Co., Albany, N. Y., to buy china, etc.

W. Plingst, formerly assistant china buyer at Adams D. G. Co., this city, now in business for himself.

W. J. Stout succeeded Geo. T. Holloway as manager of Jos. Horne & Co.'s china department, Pittsburgh.

Mr. Hall becomes buyer of china, glassware and housefurnishings for Joske Bros. Co., San Antonio, Tex.

Geo. T. Jackson, formerly buyer for Lit Bros., Philadelphia, is now selling representative of Liberty Cut Glass Co., in Philadelphia and vicinity. Succeeded by H. Goodman.

Mrs. L. E. Gorton, formerly with Mandel Bros' china department, Chicago, is now buyer for J. H. C. Petersen's Sons, Davenport, Ia.

M. J. Davies engaged with Alms & Doepke Co., Cincinnati, O., as buyer of crockery, glassware, etc.

Mr. Block returned from S. Heyman, Newark, N. J., to the Furst Co., Jersey City, as crockery buyer.

J. Engel succeeded David Ehrlich as china and housefurnishing buyer for Bernheimer Bros., Baltimore.

Samuel Kommers succeeded A. D. Wilhelm as manager of Efroymsen & Wolf's crockery and housefurnishing departments, Indianapolis, Ind.

W. B. Tedamore, formerly with Higgins & Seiter, now manager of W. C. Wisner & Co.'s crockery department, Rochester, N. Y.

W. H. Henkey, formerly crockery buyer for J. H. C. Petersen's Sons, Davenport, Ia., now buyer for the McCole D. G. Co., Muscatine, Ia.

Mr. Keane succeeded Mr. McCrea as manager of china department of Herpolsheimer Co., Grand Rapids, Mich.

A. Breton, formerly assistant at Adams D. G. Co., this city, succeeded C. P. Sweeney as buyer for Curran D. G. Co., Waterbury, Conn.

J. N. Reid resigned as buyer for Weisberger Co., Barberton, O., to manage Kirk Co.'s china department, Akron, O.

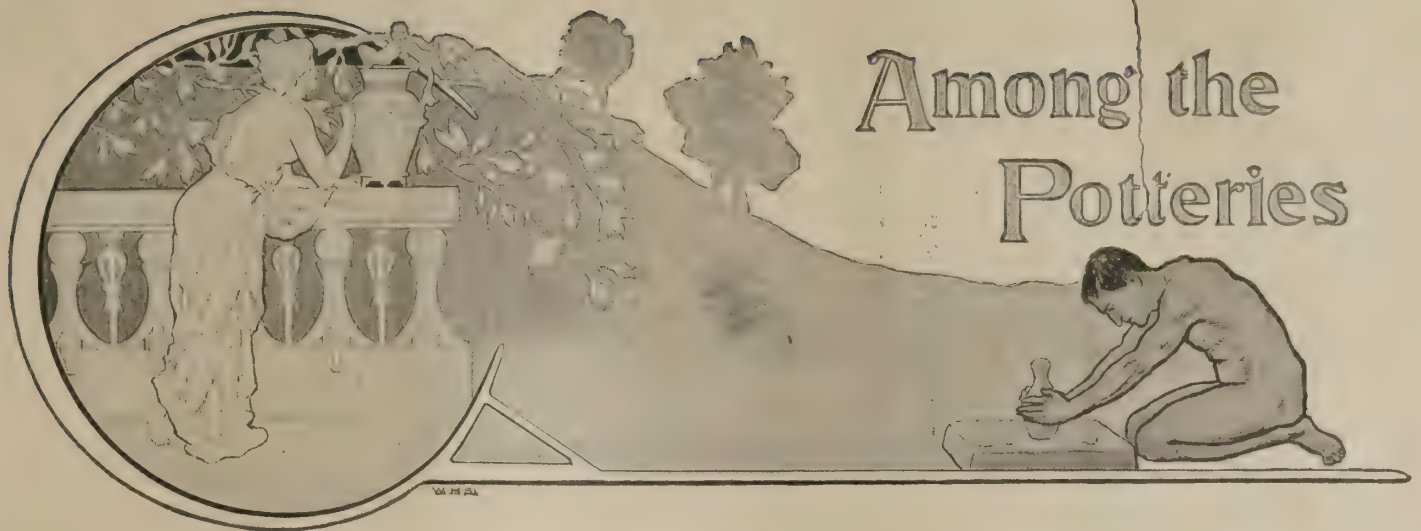
Simon Roth became buyer for L. M. Blumstein, this city, succeeding Chas. Cross, who now manages Ehrich Bros' china department.

John J. Reed left R. H. White & Co., Boston, to manage retail department of Jones, McDuffee & Stratton Co., same city.

Louis A. Campon, formerly with Pierr & Co., Moline, Ill., succeeded C. J. Day as buyer for L. S. McCabe & Co., Rock Island, Ill.

E. E. Littlefield retired as buyer for Boutelle Bros., Minneapolis, and Mr. McCrae succeeded him.

Benjamin Brown appointed manager of Hens & Kelly's new china department in Buffalo, N. Y.



Among the Potteries

If the manufacturing potters are not troubled with one thing it is another. Just now it is the unwillingness of many of the employees to work steadily. There is not a pottery in the local field that is not rushed to some extent at present—some with late fall orders and others with new January business for early delivery—and this disposition to loaf is decidedly irritating.

* *

Decorated ware is now being shipped from the National China Co.'s plant, which was recently damaged by fire. Insurance has been adjusted, and the decorating department has resumed work in full. The burned portion of the plant will be rebuilt entirely.

* *

While the shortage of cars has been felt by the manufacturers of the East Liverpool and Pittsburgh districts, the good stage of water which has prevailed in the Ohio river has aided shipments to Southern and Western points to no small extent this season. Rivermen say that freight shipments from the pottery and glass districts along the Ohio Valley have increased fifty per cent during the past six months.

* *

Prominent among the buyers here the past week were Arthur N. Clark, of Boston; A. F. Dickey, Morgantown, W. Va.; F. S. Chandler, Cleveland; W. B. Montgomery, Lynchburg, Va.; J. Leopold, of J. Leopold & Co., Baltimore; W. P. Briggs, of Sibley, Lindsay & Carr, Rochester, N. Y.; W. C. Brown of Syndicate Trading Co, J. E. Hogan, Worcester, Mass.; F. L. Sturtevant, Springfield, Mass.; A. J. Kline, Harrisburg, Pa.; Ed Moser, of Dayton Syndicate Co; W. B. Sanford, Indianapolis Dry Goods Co; William T. Mitchell, of Adam, Meldrum & Anderson Co, Buffalo, N. Y.

* *

Fred Seegers, representing the Edwin M. Knowles Co., of Chester, W. Va., is preparing to go out and increase the business he secured last season.

W. F. Witherall, with the same firm, is also preparing for a trip.

* *

Fred Kline has arranged his samples and is about to leave on an extended jaunt in the interests of the Sevres China Co.

* *

Gaston Crawford, who has hitherto traveled in the West and South for the Roseville Pottery Co., will look after the trade in Pennsylvania during the season of 1907. Chas. E. Lincoln, formerly in the Boston office of S. A. Weller, and recently with the Keene Pottery Co., of Keene, N. H., has formed a connection with the Roseville Pottery Co., and will look after the New England trade from the Boston office of the concern.

* *

It is said that the car shortage during the past year caused a loss in business of over \$10,000 to the Potters' Mining and Milling Co.



It is a pleasing fact that little or no complaint has so far been registered by merchants because of the advance in prices on white goods. They seem to appreciate that the imposition of added expense upon the manufacturers by the increased cost of materials made it necessary to take such action. And so it has. Even before the cost of materials was advanced the potters were making certain lines of goods at a positive loss. This is true not only of Trenton, but of pretty nearly every other general ware centre in the country. The hysterical desire to corral business seemed to blind the producers to the financial penalty that they were creating for themselves. An honest adherence to the present quotations on white goods will mark an important step toward that unity of selling price interests which has been aimed at for such a long time.

* *

Thos. W. Pinder has signed with the Cook Pottery Co. in the capacity of road salesman. His in-

troductory tour oper s this week. Mr. Pinder was last with Carlowitz & Co., and before that he was buyer for the Fourteenth Street Store in New York City.

* *

Unless the present transportation embarrassment in the South is overcome, local manufacturers will be obliged to make a change in the body of their ware. They were notified last week by the Edgar Plastic Kaolin Co., which has mines in Palatka, Fla., that conditions simply prohibit the shipment of its products. An extract from the concern's letter says:

"We have 2,000 tons of clay on hand which we are anxious to ship on orders. We have not had a car placed on our siding for the past ten days or more, when we should be receiving from four to five cars a day at least. The Atlantic Coast Line is not only short of cars, but of locomotives to break the blockade, and it is impossible for us to tell when it will be broken or when the supply of cars will become normal again."

* *

Among the buyers observed in town last week were: J. F. Leary, with the Outlet Co., Providence, R. I.; Mr. Dudley, with J. R. Senior, New York City; C. B. Case, with Woolworth & Co.; and Frank C. Boyland, with Edw. Malley Co., New Haven, Conn. This was Mr. Boyland's last purchasing expedition in the interests of the Malley Co., for on Monday he assumed his buying duties with the Duffy, McInnery Co., Rochester, N. Y.

* *

Wm. L. Tickell left on Monday for a circuit of New York State and New England with the International Pottery Co.'s 1907 samples. The latter include a series of novel and decidedly attractive decorative effects on specialties as well as staples. An assortment of jugs is among the newest acquisitions to the line this year. A pretty pattern on dinnerware consists of a narrow band of either green, maroon or crimson, on top of which is applied a gold-printed design. A semi conventional rose and scroll pattern, dominated by pink and green, is also pleasing. The jardinières exploit even more radical "decors" than last year.

* *

Chas Howell Cook has been appointed temporary receiver for David H. Brand & Co., the local department store proprietors against whom an involuntary petition in bankruptcy was filed several days ago. The conviction of the head of this firm and his brother for aiding, abetting and securing the burning of their store precipitated the bankruptcy proceedings.

✕

A change has been announced in the Coshocton, make-up of the sales force of the Pope-O. Gosser China Co. for 1907. The territory covered by Mr. Higgins for the last two years will be looked after by Samuel C. Downs; the Northwest will be covered by Arthur H. Reed, while the Southwest will be in charge of W. A.

Brown and A. F. Scott. The prospects for 1907 with this firm are exceedingly flattering. Some very beautiful new shapes in art vases employing only the highest character of decoration are among the things to be presented to the trade this spring.

✕

The Sebring Pottery Co. are adding two new decorating kilns and one glost kiln to their plant. An addition to the glost warehouse is also in course of erection. The line of art goods called "Etruscan Antique" is the best this company has ever turned out.

✕

Business has been resumed at the Huntington, plant of the Union Potteries Co. W. Va. Jacob Scott, formerly with the Goodwin Pottery Co., East Liverpool, has become affiliated with this company as salesman.

FEWER FAILURES IN 1906.

COMMERCIAL failures during the year 1906 were 10,713 in number and \$120,578,961 in amount of defaulted indebtedness, according to preliminary returns to R. G. Dun & Co., against 11,520 failures in 1905, when liabilities were \$102,676,172. The figures for the last few days of 1906 are estimated in this statement, but are approximately correct. In view of the large increase in number of firms in business the decrease in number of failures is most gratifying, no other period making such a good showing in recent years with the single exception of 1899. As the amount of capital involved has also increased rapidly of late, it is not necessarily a bad sign to find liabilities about 18 per cent. larger than last year, especially when there is a substantial decrease in comparison with the two years 1903 and 1904. Moreover, the increase over the amount of money involved in the failures of 1906 as compared with the previous year was confined almost wholly to the third division, which embraces real estate, insurance, brokerage and similar concerns, where losses in connection with speculation or the San Francisco fire are not representative of the general business situation.

In the manufacture of "glass, earthenware and brick," as the report classifies our industry, there were 91 failures in 1906, representing liabilities of \$2,423,388. The 1905 failures totalled 88, with aggregate liabilities of \$1,760,541. But a better showing in some respects has been made among the dealers in the same commodities. The 1906 record of failures among traders in "furniture and crockery" presents 164 firms, whose liabilities reached \$1,208,986. In 1905 the number of defunct firms was 190 and the liabilities \$1,155,842.

BUSINESS BRIEFS.

D. M. Kimmel has opened a china store in Youngstown, O.

* *

A crockery store is shortly to be opened in El Paso, Tex., by Thos. Gillespie.

* *

Geo. H. Mylkes has bought the china and wall-paper store of the C. G. Peterson estate in Burlington, Vt.

* *

Weathers & Perry, Raleigh, N. C., have concluded to add a china department to their store. An extension is now being built to accommodate the new line.

* *

Removal of the Simpson, Crawford Co.'s china department has been made from the basement to the fifth floor of the concern's store on Sixth avenue, this city

* *

Geo. D. Taylor & Sons, St. Paul, Minn., have determined to establish a branch of their wholesale glassware and woodware house in Minneapolis at 327 First avenue.

* *

Edw. Malley has subscribed \$5,000 to a fund for a new hospital to be established in New Haven, Conn. The purpose of the donation is to endow a free bed for the use of employees of the Edw. Malley Co.

* *

The winter meeting of the American Ceramic Society, which has many members among the manufacturing potters, will be held at St. Louis, Mo., February 4, 5 and 6. The Planters' Hotel will be the headquarters.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

FOR SALE!

Chicago Flint and Lime Glass Company Works, at
Chesterton, Indiana.



LOCATION

This magnificent plant is located within the incorporated limits of Chesterton, Porter County, Indiana, forty-five miles from Chicago.

It is twelve miles North of the beautiful city of Valparaiso, the County Seat; twelve miles West of Michigan City and twelve miles East of Gary, where the largest steel manufacturing plants in the world are now being constructed, involving a general expenditure of one hundred millions of dollars.

RAILROAD FACILITIES

The railroad facilities are as follows:

THE LAKE SHORE AND MICHIGAN SOUTHERN is located immediately along the North side of the property and connects direct with the Indiana and Eastern coal fields.

THE ELGIN, JOLIET AND EASTERN, or CHICAGO OUTER BELT, has its eastern terminal intersecting with the Lake Shore at this immediate point.

The Belt line delivers coal direct from its Illinois coal fields to the gas producer plant as shown on picture.

The Belt line also affords direct connection with every railway entering Chicago.

THE MICHIGAN CENTRAL RAILWAY crosses the Lake Shore at Porter Junction one-half mile West of the Works and has a direct connection by way of the Belt.

THE PERE MARQUETTE RAILWAY intersects with the Lake Shore at Porter Junction; it has the same connection with the works as the Michigan Central.

By the above it will be recognized that this location assures shipping advantages superior to most, and excelled by no city or town within an equal radius of Chicago.

This location presents another great advantage to which special attention is invited.

The surface of this immediate section is sixty feet above the level of Lake Michigan, fully fifty feet higher than at any other point between Porter Junction and Chicago.

It is also in the center of rich lands, with attractive environments, making it an ideal location for homes.

PASSENGER STATIONS—There are four passenger stations within a distance of one-half mile.

AREA OF GROUNDS—The ground surface of the property is in oblong shape and contains about five acres.

It is bounded on two sides by macadamized streets and on two sides by railroads.

There is ample space in which to double the size of the plant if desired.

CHARACTER OF CONSTRUCTION—With the exception of the Shipping or Storage House, Barn, Cooper-Shop and Cottage, the entire plant is constructed of brick with stone foundations.

The floors of nearly all the various departments are also of brick or asphalt.

With the exception of the Furnace Room, the roofs are of modern sawtooth construction, which affords the best light for all kinds of work.

DRAINAGE, ETC.—A complete sewerage system connects with the Calumet river.

DIMENSIONS OF EACH DEPARTMENT—

Main Building, 80' x 130' x 20' H. Hip, iron roof 52' H.
 Lehr Room, 64' x 130' x 14½' H. Glass and Gravel roof.
 Mould Room, 38' x 100' x 14½' H. " " " "
 Office Room, 18' x 38' x 14½' H. " " " "
 Engine Room, 25' x 38' x 15' H. " " " "
 Boiler Room, 25' x 38' x 15' H. " " " "
 Assembly Room, 60' x 40' x 14½' H. " " " "
 Shipping Room, 60' x 40' x 14½' H. " " " "
 Batch Room, 60' x 40' x 14½' H. " " " "
 Mould Storage Room, 92' x 18' x 11½' H. Glass and Gravel Roof.
 Closed Alley Room, 24' x 42' x 11½' H., Glass and Gravel Roof.
 1½ Story Frame Residence.
 Carpenter Shop (frame) 53½ x 18' x 15' H.
 Storage Room " 80' x 32' 12½' H.
 Barn, " 44' x 16' x 8' H.

BOILERS, ENGINE AND MACHINERY—There are two horizontal tubular boilers, each 30-H. P. in first-class condition, made by Steam Mfg. Co., Erie Pa.

There is a 35-H. P. high speed engine in first-class condition. There are also pumps connecting with battery of wells and all accompanying appliances.

There is 1 Edison Generator, Style No. 6, including switch board and all appurtenances with wiring to same, furnished by Gregory Electric Co., Chicago.

The machine shop or mould making room contains lathes and such tools as are necessary to make up a complete equipment.

FURNACE ROOM—There is a twelve pot furnace in furnace room with ample space for the construction of another of larger dimensions.

There is also a day tank in furnace room.

LEHR ROOM—The lehrs are located on the broadside of the furnace room, and there is ample space for more than doubling their capacity.

GAS PRODUCERS—There are three gas producers in first-class condition, ample for present capacity of plant.

These as well as the furnace and all attachments are of the Dixon make and are up-to-date in every particular.

CUTTING OFF AND GRINDING ROOM—These departments are fitted up with superior modern appliances and every machine is in perfect order.

GENERAL EQUIPMENT—The plant throughout is equipped with a complete line of machinery and tools, including moulds and everything necessary to a first-class works.

By reason of conditions arising outside the glass manufacturing business this plant is placed upon the market.

For additional information, price, terms, etc., address

THE CHESTERTON BANK,
 Chesterton, Indiana.

SITUATIONS WANTED.

BUYER, now connected with State street department store, Chicago, desires to make a change and wants proposition as china and lamp manager of Eastern or Western store where experience and modern system will be appreciated. State concisely what is wanted and salary you will pay good man. Address Box 442, this office

POSITION WANTED—By man thoroughly up in crockery, glass, lamps and housefurnishings, as buyer or salesman. Best of references. Address C. B. M., 120 Halsey St., Brooklyn, N. Y.

WANTED—Position as manager and buyer of china and glass. Thorough knowledge gained by twenty years' experience with highest grade merchandise. Address Box 443, this office.

SITUATIONS WANTED.

POSITION WANTED—By traveling or local salesman with large acquaintance with the whole trade. Glassware or lamps. A1 references. New England and New York State preferred. Address Box 444, this office.

SALESMAN—Position wanted with import house by young man of experience. Energetic and aggressive. Thoroughly familiar with china business. French line preferred. Address TRAVELER, this office.

HELP WANTED.

WANTED—Young man to take charge of import floor and to act as salesman. Address Box 447, this office.

BUSINESS OPPORTUNITIES.

SPECIAL BUSINESS OPPORTUNITY—A New York firm having exceptionally fine showroom, will take agency for a domestic pottery and pressed glass tableware factory. Address, in strictest confidence, Box 445, this office.

WANTED—Agency for California, Oregon and Washington, of a factory belonging to Glassware Association, making blown and pressed tumblers and stemware. Also factory making cheap grade pressed tableware, jellies, etc. Address MANUFACTURERS' AGENT, this office.

An opportunity is offered to a young man thoroughly posted in the line of crockery and glassware to join the advertiser as a partner in established manufacturing agency in New York city. Small capital and best references required. Man with established trade preferred. Address Box 446, this office.

FOR SALE.

FOR SALE CHEAP—Several high-grade tables, some cloth-covered and some mirror-top. Also two fifteen-foot counter cases. C. DORFLINGER & SONS, 36 Murray St., New York

FRY CUT GLASS

Highest Honors at Lewis & Clark Exposition.

NEW SHAPES AND DESIGNS.

Cut Glass that went to the front with a rush. An order now will bring an order later.



4028. 9 1-2 in. Bowl, "Winner."

If Cut Glass can be made better, Fry Glass Co. will make it. **BUY IT.**

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

IROQUOIS CHINA shown in NEW YORK.

For an indefinite period beginning *February 1st* this well-known china will be shown by *Mr. W. F. Ellisson* at the *Hotel Bartholdi*, corner 23d St. and Broadway, New York.

HERE'S A CHANCE TO INSPECT A GOOD LINE.

THE CHINA **IROQUOIS** THAT'S ADVERTISED.
CHINA

IROQUOIS CHINA.

That's the china being advertised extensively; and from the inquiries we are receiving from magazine readers as to where it can be procured in their city, we know it is making a big impression. All these inquiries are turned over to local dealers and they are reaping the benefit. Are you in line? Let us send you our **catalogue, price list, advertising helps, etc.**

IROQUOIS CHINA CO., Syracuse, N.Y.

Pottery at Solvay, N. Y.

FENSTERER & RUHE,

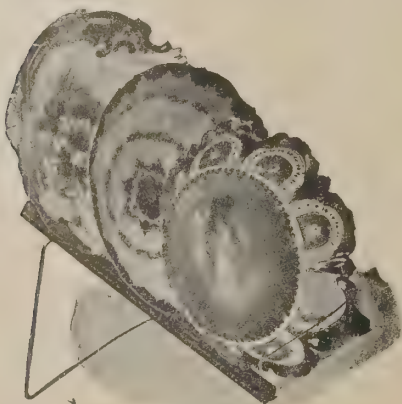
Importers Glass and Chinaware,

NEW YORK, - - - 47 MURRAY STREET.

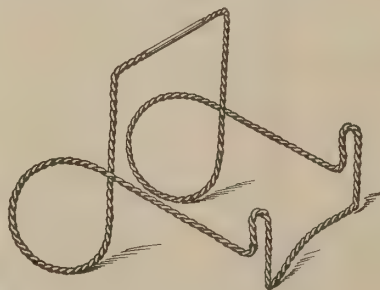
BLANKS FOR CUTTING.

G. Fensterer, Berlin.

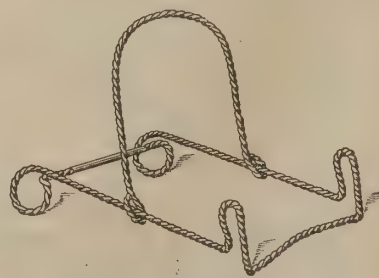
W. H. Warrington, Toronto, 18 E. Front



Patented
No. 337 Elevated Salad Rack



Patented
No. 0111 Gilt Plated Easel
No. 0112 " " "



Patented
No. 0355 Adjustable Easel
Gilt Plated



Patented
No. 331 Elevated Easel
(Also for Plates)

YES! AND MANY MORE JUST AS GOOD
ARE SHOWN IN OUR CATALOG.

Manufacturers, **J. B. TIMBERLAKE & SONS,** Wire Specialists,

Wire Racks, Easels, Hangers, JACKSON, MICH. Lamp Brackets Wire Coat Hangers.

"For 30 years the World's Standard."

AGATE NICKEL-STEEL WARE COOKING UTENSILS.



BEWARE OF IMITATIONS.
Each genuine article has
this TRADE MARK 
burnt in the enamel and
GUARANTEED FOR 5 YEARS.



Manufactured by

LALANCE & GROSJEAN MFG. CO.,

Chicago.

NEW YORK.

Boston.

The Home of Patented

Nearcut GLASS.

Nearcut means quality.

Nearcut means profit.



THE

CAMBRIDGE GLASS CO.

Cambridge, Ohio.

OUR STOCK PATTERNS IN TABLEWARE:

Marjorie, Dorothy,
Paul Revere,
Sunburst, Fernland.

We make Tumblers, Tableware,
Show Jars, Tobacco Jars, Cigar Jars,
Candy Jars, Cake Covers, Fish Globes,
Bar Glassware

SEND FOR CATALOGUES AND
ALL INFORMATION.

Kennard L. Wedgwood,

No. 25 West Broadway, New York,

ROOM 23,

Representative in the United States and Canada of

Josiah Wedgwood & Sons, Ltd.,

Etruria, England.

Salt & Nixon,

CHINA,

Longton, England.

Arthur Wood,

TEAPOTS,

Longport, England.

ALSO

Henry Barnard & Sons,

SILVERSMITHS,

London, England.

FULL lines on view, except Enameled Earthenware
Plates, Salad Sets and Banded Jugs, which are still
controlled by the Rowland & Marsellus Co.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L

LIMOGES
FRANCE

Formerly

M. REDON.

LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is
something out of the ordinary, and a seller.
Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so
different from any we have previously made,
that those who have seen them say they seem to be
the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.

CHARLES AHRENFELDT & SON,

50, 52 AND 54 MURRAY STREET.

TELEPHONE CALL, 4340 CORTLANDT.

CABLE ADDRESS: AHRENFELDT, NEW YORK
A B C CODE, 4TH EDITION.

P. O. BOX 612.

PLEASE ADDRESS ALL CORRESPONDENCE TO THE FIRM.

New York, January 17, '07.

Dear Sirs:

With sincere appreciation for past favors and patronage, we herewith beg to announce that our

1907 IMPORT SAMPLES

will be ready by February 1st.

In addition to the lines from our factories at Limoges and Carlsbad (universally acknowledged as leaders), we shall exhibit this year an absolutely new and particularly attractive collection of Fancy Goods solely controlled by us.

If coming to New York, we request the pleasure of your visit to our showrooms; but if unable to call, kindly await the arrival of our representatives at your city with complete lines for your inspection

Assuring you of our earnest endeavors to execute your valued orders to the best of our ability, we remain,

Yours respectfully,

CHARLES AHRENFELDT & SON.

The Import Show at B & D's.

It is all but ready.

The samples of a few more factories only remain to be placed.

It is a wondrous collection of worthy specimens of China, Glass and Art Wares; Clocks, Bronzes and Marbles; Toys and Dolls.

It is the best exhibit we have ever asked our public to view.

Best in visual appearance and in intrinsic values—the genuine and essential qualities which command the trade of the largest handlers of ceramics and crystals in America.

If you are not a B & D customer, just think this over.

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



Fine Tableware.

THE PRACTICAL TEST OF TABLEWARE IS IN ITS USE, while the artistic value depends upon the exclusiveness of its design.

¶ The Oneata Pattern—the incomparable product of the Riverside Glass Co.—represents the highest degree of artistic worth combined with exceptional quality of metal.

¶ To those who seek practical table service distinctive in design and yet possessing the greatest practical value, our display of this ideal tableware offers exceptional advantages.

RIVERSIDE GLASS CO.,

Manufacturers of Imitation Cut and Colonial Tableware, in crystal and rich decorations, the Original Clinch-Collar Lamps, Clinch-Collar Molasses Cans and Stationers' Glassware.

WELLSBURG, W. VA.

Rooms 43 and 44 Monongahela House
during January.

THOS. G. JONES. E. C. SULLIVAN.

FOR NINETEEN HUNDRED AND SEVEN.

New English Open Stock Patterns



THE HAARLEM.

Geo. F. Bassett & Co.



NEW YORK, JAN. 17, 1907.

THE CONDITION OF BUSINESS.

While New York's wholesale district is only just beginning to take on an air of activity, many of the concerns represented here have for a couple of weeks been experiencing the benefits of the early and snappy spring season. The mails have contained not only an encouraging proportion of orders, but also inquiries as to when samples will be ready for exhibition—thus evidencing not only a need for goods, but an interest in the new lines that bodes well for the 1907 trade. The buying done so far has been more spirited than usual at this early period. The visitors have very largely represented the smaller mercantile interests; but their purchases, while of rather unimportant dimensions, have been numerous enough to keep certain houses in the District reasonably busy.

The rush from out-of-town points is not expected before the end of the month. But conditions will not remain sluggish and inert during the interim. In fact, a very pronounced revival is looked for next week, now that so many of the import houses have announced the completion of their sample exhibits. It will be February 1 before a few of these import lines will be ready in their entirety, but the majority will be fully prepared on and after next Monday for the trade's arrival. A large delegation is looked for late in February from Trunk Line Association territory, the first of the Merchants' Association excursions

being scheduled to leave that section for New York on and after the 23d of next month.

Reports that are somewhat conflicting come from Pittsburgh, where the glass exhibit is in progress. But there seems to prevail a unity of opinion in so far as visiting buyers are concerned. They are said to be fewer in number than in former years and not quite as much disposed to "get busy" in a purchasing way as heretofore. Various reasons are advanced for this state of things. First of all, many of the larger wholesalers were called upon before the beginning of the year, and this fact, together with their natural inclination to let the manufacturers carry stock for them, is probably sufficiently explanatory. Certainly, there is no cause for uneasiness. The factories have never started out under more thoroughly satisfactory circumstances.

The potteries in the East and West are already operating in a manner suggestive of mid season. Some of this activity is, of course, inspired by the desire to prepare as much reserve stock as possible. But real orders are the principal incentive in most cases. The traveling salesmen for these factories are nearly all out, and report that little or no objection to the slight advance in the selling prices on white goods is heard from their customers, who seem

to be fully aware of the fact that the increased cost of raw materials has made the raise imperative.

With February will come the "special sales" in the china, glass and housefurnishing departments. While the retail merchant usually finds little vigor in any other department at this season, these lines seem to respond with a little booming. Housewives, recovering from their expenditures for holiday presents and early-in-the-year bills, invariably direct their attention at this time to the selection of necessities for the home.

It looks as if the highly optimistic hopes **Trenton.** of the pottery manufacturers for 1907 would surely be realized. It is, of course, too early to form any very clear opinion on the matter, but trade has opened so early and so briskly that the prevailing spirit of confidence is fully warranted. The road salesmen have enjoyed excellent business during their brief tours. They report depleted stocks in nearly every section, and a consequent demand for goods. The bulk of the orders now being received are for prompt delivery. No complaint of any consequence has been heard concerning the increase in prices on white goods; but this is not at all surprising in view of the comparatively slight difference in the quotations by local manufacturers that the raise necessitates.

Business is exceptionally good. While **Pittsburgh** no very large orders have been placed **and Vicinity.** at the annual exposition, the trade has been very evenly divided, and all have received a share. Orders are numerous, and what they lack in bulk is made up in numbers. Price lists are being closely maintained, and buyers are quite satisfied with the quotations.

An increased mail order business **East Liverpool** has been the feature of the past **and Vicinity.** week, the potters asserting that orders from this source are the heaviest known for this period of the year. This, combined with the fact that early shipments are much desired, is positive evidence that stocks are generally depleted. No objection is being offered by the small buyers to the new discounts put into force by the pottery manufacturers, and so far as can be learned there is no inclination on the part of the latter to go under the selling list.

THE man who doesn't advertise has been likened to a lover who winked at his girl in the dark; he knew what he was doing, though she didn't.



BUSINESS BRIEFS.

A new factory for the Bryant Bros. Art Glass Co. is being built in Columbus, O.

The Boston office of S. A. Weller has been changed to 56 Pearl street, rooms 4 and 5.

Martin & Co., toys, 227 Sixth street, this city, suffered considerably by a recent fire.

Taylor & Mulvaney's wholesale crockery store was destroyed by fire at Hamilton, Ont., recently.

The Central Chandelier Co., this city, has been incorporated to manufacture gas and electric fixtures. Capital, \$10,000.

The Vacuum Burner Co., Buffalo, N. Y., has been incorporated with a capital of \$10,000 to manufacture gas burners, fixtures, etc.

The Industrial Glass Co., Lancaster, N. Y., has been incorporated with a capital of \$50,000 to manufacture glassware, bottles, etc.

The A. W. Brown Co., Mt. Vernon, N. Y., has been incorporated with a capital of \$25,000 to make and deal in gas and electric fixtures.

The American Self-Lighting Appliance Co., New York City, so manufacture gas and electric fixtures has been incorporated. Capital, \$75,000.

A change in firm name has been made by the Hinrichs Crockery Co., Davenport, Ia. The concern is now known as the Western China Co.

The Troy, N. Y., Cut Glass Co. was organized recently with these officers: President, Lyman Oliver; vice-president and manager, W. M. Jones; secretary and treasurer, H. K. Mitchell.

A charter has been secured by Woodward & Lothrop, Washington, D. C. The capital stock is \$1,500,000 and the incorporators are S. W. Woodward, A. M. Lothrop, M. Fischer, W. W. Everett and Geo. N. Everett.

A meeting of creditors of the Cluster Gas Light Co., 67 Bowery, this city, was held on Tuesday at the office of Seaman Miller, referee in bankruptcy, at 146 Broadway. Many claims were filed, and Augustus H. Skillin was elected trustee. Liabilities are \$97,643, and actual assets \$28,000.



VERY decided progress has been made during the past week or ten days in the preparation of samples for buyers' inspection in the import houses, although only a few of the firms having European affiliations can properly be described as being ready for the trade's arrival. It will perhaps be February 1 before they are all ready. The agents for domestic factories are better off in this regard, and, furthermore, they have been writing some desirable business since Monday.

Many novel and effective designs again distinguish the Carlsbad china at Chas. Ahrenfeldt & Son's. One of the most unique and pleasing ideas has drawn its inspiration from peaches, which are applied to vases and tankards in a most original way. The body of each piece is completely encircled by three rows of the fruit, which, while true to nature so far as shape and color are concerned, are greatly conventionalized in regard to the manner of applying them to the ware. Another interesting treatment is that of flowers tied by bows of ribbons of contrasting hues. The sunflower, poppy and rose are among the specimens exploited in this way. The Chelsea bird, which proved so popular on the same line a few years ago, has been revived, but its treatment is quite different and more desirable than in yesteryears.

Copies of the *B. & D. Bulletin* for January came out several days ago, and, like the December number, the publication elicited no end of complimentary mention. The cover is again in colors and has for its decorative subject a young lady engaged in the filling of glasses from the contents of a punch bowl. Underneath are the words: "A Happy New Year!" The contents of the *Bulletin* are quite as interesting as usual.

Carpenters and painters have about completed the altering and improving of Cox & Lafferty's showrooms—a contract that has represented about three weeks' effort. The changes give the firm fully double its former display capacity. In the cut glass room

the ceiling and a portion of the side walls have been painted white. The balance is clothed in black. Five large new show tables have been installed in the main room and there has also been erected some additional shelving.

W. A. Crocker, who returned from Europe on Tuesday, has engaged quarters at 26 Barclay street. While in France he closed negotiations for the American representation of Cristalleries de Pantin, producers of high-class crystal glassware. Mr. Crocker will also show a line of cut glass from Stott Bros., of Philadelphia.

It is an uncommonly fine assortment of rail plates which the Ceramic Importing Co. presents from the Limoges factory of Comte d'Artois. The decorations are almost exclusively of freehand execution and possess an individuality that is striking. Whether the subject be fruit, birds, fishes, marine views, landscapes, flowers or heads, the fidelity to nature in drawing and coloring is impressive. The game and fish treatments, especially, fairly teem with life and action. Gold is liberally but tastefully employed on most of the plates, but there are others with plain or colored edges that are purchasable at a figure that would astonish even the closest student of French china values.

From the Clifton Art Pottery Co. there has just issued another novelty in ceramics. The ware, which consists of vases, jardinières, pedestals, jugs, fern-dishes, etc., is known as "Terruba." The body is of a matt red and is decorated with freehand floral paintings executed principally in white, green and brown tones. Every piece is guaranteed to be absolutely waterproof.

Louis Amberg, Brill & Co. have gone out of business. They came from Cincinnati several years ago, opened on Broadway, and afterwards moved to West Fourth street. They did a small business, but were supposed to be fairly successful. Last fall they

had a disastrous fire, and this, with other things, seems to have discouraged them.

A new line of service plates from Furnivals, Ltd., is the most recent acquisition to the exhibit in Jas. S. Robertson's quarters. These pieces are clothed in Chinese designs executed in enamel and filled-in colors, together with a touch of gold here and there. The plates fully maintain the Furnival standard in the production of this class of goods. Besides their availability as service plates they are also finely adapted for the ornamentation of the dining-room.

Specimens of art pottery from the factory of Boch Freres, in La Louviere, Belgium, have been placed on display tables in W. P. Graham & Co's headquarters. The line includes about everything desirable in the way of art pieces. There are many decidedly odd shapes, but not so radical as to destroy their symmetry. The decorative schemes also exploit some positive innovations.

Hamburger & Co. have a decided novelty in the form of grotesque figures representing the four epochs of college life: freshman, junior, sophomore and senior. Caricatures of the boys are shown on steins, ash receivers, tobacco jars and a large lot of other fancy pieces. While only just opened, the sales have been immense. No buyer who has seen them has failed to make a purchase. An illustration will be found in one of the four half-page advertisements which Hamburger & Co. have in this issue.

Some excellent things have been received by Julius Palme from the German factory of Saxe-Altenburg, which Mr. Palme controls in the American market. Among the more pleasing decorations is one that presents a pretty deep border in dull gold, the remainder of the surface being covered with an ivory tint. A group of retouched apple blossoms that look as if they were entirely hand painted is applied partly on the gold border and the remainder on the ivory ground. The effect is unusually rich and yet exceedingly tasteful.

The sample line from A. J. Wilkinson's, Ltd., represented by Robt. Slimmon & Co., is now being shown in its entirety. There are many features associated with this particular exhibit that merit mention. Conspicuous in this regard are the new patterns on the "Silver" shape. There is, for example, the Marseilles, a very fetching design, which is executed in two flown colors, in enamel, and also in white and gold. The last-named treatment exploits a don tiled edge executed entirely by hand, and possesses a character that is as artistic as it is beautiful. On the same pieces bearing this don tiled edge there is al-

so applied a sweeping gold design suggestive of L'Art Nouveau. The Iris pattern is also seen to fine advantage on the "Silver" shape. A description of the Iris is quite unnecessary because of its widespread popularity, but the statement that it is exploited in four different enamels and various underglaze colorings may be interesting.

Paul Joseph has received the samples of Duncan & Miller's new No 65 line, which has been christened "The Charleston." It is a plain set with a very heavy edge and a star on the bottom. It looks like a winner.

A quaintly-shaped teapot, sugar and cream, copied from a similar set brought out many years ago by Davenport's, Ltd., appear in the display from Samuel Radford's Crown china factory which occupies a position in Edw. Butler's showrooms. The never dying old Willow pattern, executed in rich Japan colors, is another noteworthy adjunct of the exhibit. Dinnerware, cups and saucers and various other items from the same concern are clothed in the most charming of Crown Derby effects.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Dec. 29, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 29, '06	Correspond- ing period 1905
Boston	540	328	7111	5349
New York	545	599	6915	7187
Baltimore	1195	865	14688	11547
Philadelphia	162	95	1194	935
New Orleans	502	259	4848	3434
Newport News	11	24	1167	1068
San Francisco	228	194	1711	1326
Portland (Me.)	578	8	1966	478
Galveston	28	10	1495	836
Portland (Or.)	80	169	1048	66
Inland Points	100	1206	1979	1317
Total	3969	3757	51982	45896

From the Freight and Shipping Circular of John Edwards & Co
Liverpool

TO	Shipments week end'g Dec 29, '06	Correspond- ing period 1905	Exports Jan. 1 to Dec. 29 '06	Correspond- ing period 1905
New York	46	192	6853	7294
Boston	159	77	7043	5141
Philadelphia	5	3	1149	982
Baltimore	91	224	14827	11780
San Francisco	53	96	1681	1325
New Orleans	28	57	4865	3436
Portland (Me.)	40	5	1124	838
Galveston	9		1325	822
Newport News		24	1082	1187
Portland (Or.)			1099	669
Inland Points		514	10650	12801
Total	431	1192	51698	45670

Trade Terms Illustrated.



IN accordance with the promise made in our Holiday Number, we herewith give the answers to above illustrations. None of our readers furnished a correct solution of the entire list, although some came very near it.

1—Agitator
2—Spoon-holder
3—Jug

4—Decorated
5—Crazed
6—Pug-mill

7—Handled Tea
8—Sagger
9—Fired

10—Cut Glass
11—Butter
12—Pressed

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jakes. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 17, 1907.

JOBBER'S AND THE CATALOGUE HOUSES.

THAT the fight against catalogue and mail-order houses is to be waged in relentless fashion is evidenced by the activity of the Home Trade League Literary Bureau, which has headquarters in Chicago. The avowed purpose of this organization is to enlist the support of retailers, jobbers, manufacturers and trade journals in the campaign against these houses. Pamphlets containing numerous and sundry reasons why such institutions should be exterminated are regularly issued. The most recent copy at hand includes the following arraignment of the Chicago jobbers who sell to such houses:

"There is no doubt whatever that the jobbers and manufacturers would hail with delight the day when the catalogue and mail-order houses are closed up for all time. They are loud in their condemnation of the whole system; yet continue to sell to these mail-order concerns, giving as a reason that if they did not, Milwaukee, Cincinnati, St. Louis and New York would get the trade. Yet the sales to these concerns are not more than 5 per cent of their entire business. The other 95 per cent is with the regular retailers all over the land. Let the retailers divert their trade to other cities, and how long before these jobbers will begin to feel the loss of some of the other 95 per cent? What then? They will get together and have a heart-to-heart talk and decide that 'tis better to have their full 95 per cent of the trade of the retailers, and will unite in a body and cut out the catalogue and mail-order concerns. The demand of all the consumers would then be supplied by the small retailers, and

the volume of the jobbing houses would be just as great."

When one carefully reviews the system of business under which these mail order houses operate, he cannot but be impressed with the conviction that the jobbers are really largely responsible for their existence. Many of the most widely-advertised catalogue concerns carry no stocks whatever. They don't find it necessary. Upon receipt of an order they merely take it to the jobber, and he, no matter how small the order may be, fills it at the lowest jobbing prices. Thus the jobber helps along a menace to the retailer—and any factor that imperils the future of the retailer just as plainly threatens the manufacturer, and even the jobber himself. If one is affected, all must, as a natural result, be equally endangered.

The solution of the present mail-order problem rests entirely with the jobbers. They can rid the trade of this incubus by absolutely refusing to continue further commercial relationship with such concerns as we have referred to. It is to their own interests to do this, for under prevailing conditions many of their most desirable customers among the retailers must eventually find it impossible to remain in business. As suggested by the Home Trade League, if the retailers in the immediate vicinity of Chicago divert their patronage to the jobbers in St. Louis, New York, Cincinnati and other cities, the Chicago jobbers will perhaps come to realize that there is ample justification for the present agitation. The advice has already been followed by some, and it will be interesting to note the result.

PERSONAL.

B Y becoming the manager of the R. H. White Co's china department in Boston, Joseph Moore has established something of a record in a migratory way. Less than a year ago he was an assistant in Koch & Co's department on 125th street. Edw. W. Hammond's retirement from the buyership for the Adams Dry Goods Co., Sixth avenue, created an opportunity for advancement that he promptly embraced. Then, when R. A. Cavanaugh flitted from A. Lisner's department in Washington, Mr. Moore was chosen as his successor. Now he turns up in Boston to supplant H. S. Marshall in the R. H. White Co. Each change by Mr. Moore has been to his financial and commercial advantage. He hopes to no longer "walk right in, and turn around, and walk right out again."

W

Notification reached us on Tuesday from the D. H. Holmes Co., Ltd., of New Orleans, to the effect that C. D. Keene is no longer connected with that house. Mr. Keene was for some years manager of the firm's crockery department. No reference was

made in the letter to Mr. Keene's successor, and it is therefore assumed that his place has not yet been filled.

A. Kupper, with Chas. Ahrenfeldt & Son, writes from Limoges that he expects to arrive in New York by La Lorraine on the 26th of January.

In our account of the list of officers elected at the Crockery Board of Trade meeting last week the Membership Committee contained the name of Jas. Davison. It should have been Jas S. Robertson.

A change in the management of the J. D. Bergen Glass Co.'s New York showrooms takes place February 1. Chas. B. Bergen's resignation becomes effective on that date, and Christian Dierckx succeeds him. The present quarters on Murray street will be retained, for the time being, at least.

Mr. Valentine has surrendered his berth as china and glassware buyer for W. M. Whitney & Co., of Albany. His successor has not yet been named.

David McCarthy was at the Continental Hotel, Philadelphia, last week with Cox & Lafferty's line, and this week began a tour of Pennsylvania. H. B. Thistle, with the same concern, has finished a jaunt through Connecticut and is now greeting New York State customers.

H. C. Harris, this city, has taken charge of the manufacturing department of the A. H. Hews Pottery Co., Cambridge, Mass. He succeeds Geo. H. McKee, who will hereafter interest himself solely in the general affairs of the concern.

Prior to his departure for Europe last week, John Flanigan was tendered a complimentary dinner by the buyers connected with the Adams Dry Goods Co., this city. Mr. Flanigan was formerly general manager of that company and is now vice president of the O'Neill-Adams Co.

Geo. Grant has been engaged to manage the china and housefurnishing department in the handsome new store of Robert Fraser, Utica, N. Y. This establishment, which includes six floors and a basement, does not open until March. Mr. Grant has already begun to make purchases for the department, which is to occupy the basement of the building.

Wm. D. Reed, son of J. P. Reed, buyer for W. M. Whitney & Co., Albany, has opened a law office in the St. Paul building, this city. Chas. A. Taussig is associated with him. The father of the young bar-

rist, by the way, has again assumed the duties of crockery and glass buyer for the Whitney house, but will probably hold down the berth only until a permanent successor to Mr. Valentine, who resigned recently, is chosen. His other buying responsibilities require too much of his time to permit him to look after the china end of the business.

Moe Heuman, vice-president of the Julius Levy Co., Brooklyn, sailed on the Etruria last Saturday in order to place his import orders.

Howard W. Lenox, manager of Gill & Co's decorating department, Philadelphia, is spending a few days in Pittsburgh.

Andrew Goetz starts on a Western ramble this week with W. P. Graham & Co's samples. It is Mr. Goetz's first tour for this concern.

John Euler has surrendered his position in the New York office of the J. D. Bergen Glass Co. in order to become a road salesman for the O. F. Egginton Co. His territory embraces all of New England.

Fred D. Farrell and Frank W. Primrose left New York last week on their usual spring tours with the 1907 samples from Blakeman & Henderson.

Percy Johnson has signed with the Geo. H. Bowman Co. to reconnoitre through New York State and surrounding territory. Mr. Johnson is to travel from the firm's New York headquarters.

W. K. Andrews, buyer for A. D. Matthews' Sons, Brooklyn, is visiting the pottery and glass manufacturing districts of Pennsylvania, Ohio and West Virginia.

In order that the salesmen who desire to visit him may not be inconvenienced in any manner, Henry Meyer, buyer for the Sperry & Hutchinson Co., announces that his purchasing hours are between 9 and 12 o'clock every morning.

E. Grant Garnsey sailed for Europe last Saturday to make purchases for Marshall Field & Co., Chicago. Before leaving, Mr. Garnsey spent a couple of days in touring the wholesale district.

Wm. Frederick Lewis, with the Geo. H. Bowman Co., has adopted a unique and clever scheme of notifying the trade of his coming. He has had printed on the back of post cards the picture of a Chinaman hauling several trunks at the end of his queue. The trunks are on top of wheels fashioned out of plates

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bearing the names of various European china manufacturing centres "Lewis, the chinaman, is coming," reads the announcement, to which is added the date of the gentleman's arrival in the town referred to.



H. S. Lincoln has closed negotiations with Edw. Butler, the English importer, with whom he will be connected in this city. He begins his new duties next Monday.



K. A. Rock, who formerly booked business for the Evansville Glass Co., is now selling goods on the road for the Monongah Glass Co.



Chas. E. Lincoln has left the Hampshire Pottery Co.'s staff in order to become a traveling representative of the Roseville Pottery Co. His territory includes New England, New York State and Pennsylvania.



Elmer I. Hughes opens his first road trip next week as the representative of the Ceramic Importing Co. He goes direct to Chicago, and after touching several other large Western cities comes back East for a tour



Chas. J. Ahrenfeldt, of Chas. Ahrenfeldt & Son, returned home on Tuesday aboard the Kronprinz Wilhelm after a prolonged visit to the firm's Limoges and Carlsbad factories. Other homecomers on board were L. A. Carter, with L. D. Bloch & Co.; W. A. Crocker, selling representative of European and domestic glass factories, Geo. Kalb and Borgfeldt Tomby, with Geo. Borgfeldt & Co., and Mr. Steiner, toy buyer for Samstag & Hilder Bros.



H. J. Smith has gone back to Boston after a stay of several days at the local headquarters of Cox & Lafferty, whose interests he represents in the Hub.



When B. M. Dearstyne awoke on Thursday morning, the day after his arrival in New York, he discovered that some of the local papers had referred to him as buyer for W. M. Whitney & Co., of Albany. The announcement surprised the trade and also Mr. Dearstyne, who assured the JOURNAL that he was still with the John G. Meyers Est., of Albany, and had no intention of making a change.



L. Bradley is in town making selections for A. Lisner, of Washington, D. C., having been again pressed into service as buyer by that firm because of the recent resignation of Joseph Moore. Mr. Bradley's position with the house of A. Lisner is decidedly unique. For many years he has been assistant manager of the china department—a berth with which he is thoroughly satisfied. Since his engagement

with the concern several buyers have come and gone, and just as regularly Mr. Bradley has been temporarily pressed into service until new managers could be secured. He refuses to accept the post permanently, preferring the less responsible and less uncertain duties of an assistant.

BANQUET OF WESTERN ASSOCIATION.

ARRANGEMENTS have been about completed for the first annual dinner of the Western Glass and Pottery Association. The date selected is next Monday evening, and it is to be held in the Monongahela House, Pittsburgh. Several speakers of exceptional ability have accepted the committee's invitation to address the members on this occasion.

OBITUARY.

THE death of Thos. Maddock, president of John Maddock's Sons' Pottery Co., Trenton, N. J., occurred on Thursday, the 10th, in Redlands, Cal. Tuberculosis, which compelled his removal to the West two years ago, was the cause of death. Mr. Maddock, who was thirty-seven years of age, took a position in his father's pottery when little more than a boy, and displayed such aptitude that he was made president of the concern—an office which he held until his death. He leaves a widow and two children.

SENATOR SCOTT ON CHILD LABOR.

SENATOR SCOTT, of West Virginia, is opposed to the restriction of labor by children under sixteen years of age. There is pending in the Senate a bill to prohibit the employment in the District of Columbia of minors under sixteen years. In speaking of the bill Senator Scott said:

"Many boys I have known had to make their own living before they were sixteen years old, and many a boy has to support his aged mother and younger children. People may talk about the morals of the boys and girls under sixteen being ruined by labor. What possible legislation could be passed that would lead to more direct immorality on the part of girls and boys than being compelled by this law to remain idle?"

Mr. Scott says that as president of the Central Glass Works of Wheeling he has educated four boys at night school. Two were orphans and the others had to support widowed mothers.

"One of them was for seven years the manager of the factory until he died, about a year ago. He was earning \$3,000 a year when he died. He educated his family and established himself in a comfortable home. The present manager of my factory is a German boy whom I sent to night school, who cared

for three orphan sisters and one brother. He was only eleven years old when he came to me, and to day he is caring for and managing the factory, which employs between 750 and 800 people. It is due to his own exertions and his education at night school that he is able to occupy his present place. If by legislation he had been compelled to remain idle on the streets, in all probability he would have been a loafer, unable to care for himself and family. The pending bill would do to the children the greatest injustice the Senate could inflict."

A CLEVER BIT OF ADVERTISING.

ONE of the finest pieces of literature ever issued by a firm in the crockery and glass industry is the new booklet circulated by the Ohio Flint Glass Co. It is profusely illustrated with specimens of the "Chippendale," "Kenneth" and "Gloria" designs. Accompanying the illustrations are cleverly-written descriptions of each pattern. "A Sermon on Buying" is the title of a smaller brochure from the same company that exploits many and various reasons why "Krys-tol" should be purchased by all progressive merchants.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
January 15, 1907.

BREMEN

13 packages glassware.....	L Straus & Sons
66 " ".....	Miscellaneous Orders
11 " chinaware.....	The Julius Levy Co
45 " earthenware.....	Geo Borgfeldt & Co
33 " ".....	Hamburger & Co
18 " ".....	Strobel & Wilken Co
22 " ".....	Miscellaneous Orders
219 " toys.....	Geo Borgfeldt & Co
28 " ".....	F A O Schwartz
2 " ".....	Hamburger & Co
27 " ".....	Strobel & Wilken Co
35 " ".....	Miscellaneous Orders

HAVRE

2 packages chinaware.....	Paroutaud & Watson
3 " ".....	Endemann & Churchill
584 " ".....	Haviland & Co
49 " ".....	F P Abbot
73 " ".....	Miscellaneous Orders

LIVERPOOL

18 packages chinaware.....	Endemann & Churchill
8 " ".....	L D Bloch & Co
23 " ".....	F P Abbot
50 " ".....	Vogt & Dose
7 " ".....	Miscellaneous Orders
2 " earthenware.....	The Rowland & Marsellus Co
9 " ".....	G F Bassett & Co
7 " ".....	Geo Borgfeldt & Co
5 " ".....	Bawo & Dotter
1 " ".....	F W Jenkins & Co
10 " ".....	Maddock & Miller
7 " ".....	J Davison
16 " ".....	Meakin & Ridgway
11 " ".....	R Slimmon & Co
3 " ".....	E Boote
61 " ".....	The Julius Levy Co
19 " ".....	Miscellaneous Orders

FIUME

8 packages glassware.....	L Straus & Sons
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SOUTHAMPTON

61 packages chinaware.....	Wm Guerin & Co
33 " ".....	Geo Borgfeldt & Co
2 " ".....	Bawo & Dotter
15 " ".....	Blakeman & Henderson
10 " ".....	C L Dwenger
4 " ".....	Hamburger & Co
1 " ".....	F W Jenkins & Co
72 " ".....	Paroutaud & Watson
19 " ".....	L Straus & Sons
11 " ".....	J H Venon
3 " ".....	Vogt & Dose
11 " ".....	Miscellaneous Orders

TRIESTE

128 packages glassware.....	A L Crawford
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ANTWERP

69 packages glassware.....	B Guntnel
76 " ".....	Miscellaneous Orders
33 " earthenware.....	Geo Borgfeldt & Co
2 " ".....	Fensterer & Ruhe
16 " ".....	Koscherak Bros
16 " ".....	Strobel & Wilken Co
25 " ".....	Miscellaneous Orders
10 " toys.....	Strobel & Wilken Co

LIMOGES

133 packages chinaware.....	W L Briggs
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HULL

26 packages chinaware.....	F P Abbot
1 " ".....	E Boote
16 " earthenware.....	F P Abbot
7 " ".....	E Boote

ROTTERDAM

47 packages earthenware.....	Bawo & Dotter
9 " ".....	Geo Borgfeldt & Co
16 " ".....	L D Bloch & Co
150 " ".....	Miscellaneous Orders
8 " toys.....	Strobel & Wilken Co

HAMBURG

30 packages earthenware.....	Strobel & Wilken Co
28 " glassware.....	" "
79 " toys.....	" "
6 " harmonicas.....	" "
27 " chinaware.....	The Julius Levy Co

IMPORTS AT PORT OF BOSTON.

LONDON

5 packages earthenware.....	Stone & Downer
8 " ".....	Davies, Turner & Co

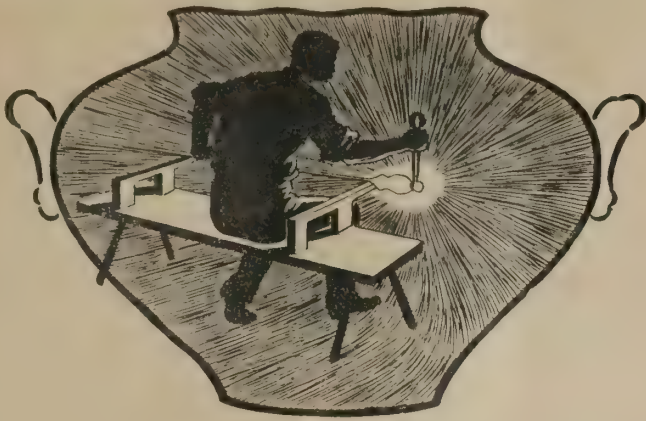
LIVERPOOL

23 packages earthenware.....	Jones, McDuffee & Stratton Co
54 " ".....	Miscellaneous Orders

NO REWARD OFFERED.

"HAVE you lost anything, madam?" asked the polite floor-walker of the square-jawed, austere-looking shopper who stood before the "lost and found" window of the large department store.

"Yes, sir," she replied. "I've lost 114 pounds of husband, in a light brown suit, with black derby hat, small tuft of hair on its chin and a frightened look. I lost it in a crush at the fancy-goods counter. It's probably wandering through the building in search of me, and I thought perhaps you could find it easier than I can. I want it on account of a bundle it is carrying under its arm."—*Woman's Home Journal*.



THE GLASS FACTORIES



The new season begins well, notwithstanding the fact that glass was unloaded in large lots at the old lists before the first of the year, when the new quotations became operative. The small dealer is now beginning to come into the market, and orders from this source combined with those from the big fellows makes the opening of the season a very satisfactory one indeed.

The Phoenix Glass Co. recently gave a banquet at the Duquesne Club to its officers, salesmen and superintendents, and during the evening the statement was made that should the company not receive an order for six months it had sufficient business on its books to keep the factory in continued operation for that length of time.

Several Canadian buyers during the past week placed very good orders for blown, pressed and cut glass. This business has always heretofore gone to Germany.

The showrooms of the Pittsburgh Lamp, Brass and Glass Co. have been thronged with visitors during the past fortnight. The colored lines are having a wonderful run. They show 175 different decorations on their library lamps alone.

The Knowles, Taylor & Knowles Co. have a display at the Hotel Henry under the direction of Cecil E. Taylor, their Eastern representative. Some very neat decorations are shown. Mr. Taylor will open in New York at the close of his stay in this city.

The D. C. Jenkins Glass Co., who were at the Fort Pitt, have changed to the Monongahela House, room 155.

W. L. Garretsen, formerly with the Plume & Atwood Mfg. Co., and who recently associated himself with Carlowitz & Co., did not retain the berth long. He opened twenty-three trunks and five cases of Japanese goods here, and then decided to quit. His place

was immediately taken by Mr. Nichols, who came on from the East.

Mr and Mrs. J. Hart McKee, now in Switzerland, are entertaining the Infanta Eulalia, aunt of the King of Spain. This is the Spanish Princess who visited this country at the time of the Columbian Exposition. J. Hart McKee is the son of Sellers McKee, once prominent in the glass business, but who retired when the National Glass Co. was formed.

J. H. Venon is showing his French and Russian lines at the Colonial Hotel, Pittsburgh.

W. R. Studenmund spent a week in the Pittsburgh district previous to leaving for the Pacific Coast in the interest of Gillinder & Sons, Philadelphia.

The announcement is made that the Cambridge Glass Co. will open a Chicago office. Albert A. Boggs, who is just now looking after the firm's business at the Pittsburgh display, will be in charge.

E. H. Fox has decided to give up his Pacific Coast trip this year for the Phoenix Glass Co., as he is needed in the Chicago office. Mr. Clevenger, who is now in the South, will continue on to the Coast. Mr. Lawton, formerly with the Safety Car Light and Heat Co., of New York, will take the New York Central States and Canada, Washington, Baltimore and Philadelphia for the Phoenix this season.

The following buyers have been registered at Pittsburgh since our last issue: S Duncan—Peaslee-Gaulbert Co, Louisville; Eugene Schmidt—Heyse, Binswanger & Co, Detroit; F Kushel—Sears, Roebuck Co, Chicago; P Merrill—Ogden, Merrill & Greer, St Paul; W P Briggs—Sibley, Lindsay & Curr, Rochester; Mr Thatcher—Norton Co, Bennington, Vt; M J Levy—Lewis & Neblett Co, Cincinnati; J Lamage—Wemott, Howard Co, St Paul; G Graham—T. Eaton Co, Winnipeg, Man; Mr Isham—Larkin Co, Buffalo; Mr Watson—H Watson Co, Saginaw,

Mich; C Lang—Kinney & Levan, Cleveland; G Mackey—Falker & Stern Co, Chicago; E H McCurdy—Jenness & McCurdy, Detroit; F W Williams—Jones, McDuffee & Stratton Co, Boston; S Y Pierce—Henry Siegel Co, Boston; David Saunders—Siegel Cooper Co, Chicago; Frank P Boyland—Duffy-McInnerney Co, Rochester; J Leopold—Leopold & Co, Baltimore; Luther James—T M James & Son, Leavenworth, Kan; W H Hewitt—Pitkin & Brooks, Chicago.



At the annual meeting of the Elwood City, Pa. Elwood City Glass Co. the stockholders re elected the same board of directors and accepted the resignation of Samuel Greenland, secretary-treasurer of the company. The vacant position has not yet been filled. Alex. Patterson, of New York, one of the stockholders, was placed on the board of directors.



It is officially announced that work Follansbee, will be started at the new plant of the W. Va. Jefferson Glass Works here within a week. The factory at Steubenville has been closed and all its machinery and stock removed here. Fires have already been lighted in some of the furnaces.



Incorporation papers were filed recently by the Clarksburg Opalescent Glass Works. The capital is \$30,000 and the incorporators, all of Clarksburg, are John C. Francois, John F. Bonnett, Jerome M. Francois, Earl J. Sprakem and Emile J. Francois



The Central Glass Co. last week declared the usual two per cent. quarterly dividend, making eight per cent. for the year, and in addition declared a stock dividend of fifty per cent. The present capital stock of the concern is \$300,000. The year just closed has been an excellent one for the company, and the coming year promises just as good.



The Ridner Glass Works at Brilliant, O., have been purchased by the Haskins Glass Co., of this place, and the machinery and molds will be brought here from Brilliant. When the transfer is completed the Haskins Co. will start the manufacture of a new line of goods, among which will be green and white shades for gas-lamps. Henry Ridner will become manager of the plant here. Mr. Kismeyer will be the night manager. It is said that the Brilliant plant was purchased for \$5,000. A

ten-pot furnace is a contemplated improvement at the Haskins factory, which will increase the capacity of this works to twenty-six pots.



Manufacture has commenced at Williamstown, the new plant of the Fenton Art Glass Co., which recently removed from Martin's Ferry, O. Nearly 175 people are being employed at present. The factory has a capacity of twelve pots.



P. T. McCarthy, who was head glass-maker for the late Sandwich Glass Co., Mass. has been appointed receiver of the company and is now engaged in straightening out its affairs. It is reported that the business will be resumed in the near future.



The decorating department of the Wellsburg, plant of the Riverside Glass Co. has W. Va. been greatly enlarged, and is now working to its fullest capacity. This department is one of the largest of its kind in the country. The new power plant is also finished and running smoothly. The mold makers are well pleased with their new shop, for it has light from all four sides. Business with the firm is exceptionally good.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

E Grant Garnsey, with Marshall Field & Co, c, Chicago.
K W Vincent, with J W Robinson Co, hf, Los Angeles. Imperial
C G Fogg, with Shepard Co, hf, Providence, R. I. New Amsterdam.
Samuel Blowers, of Gordon & Blowers, c, Kingston, N Y.
Chas J Weichel, with Cleland, Simpson Co, c, Scranton, Pa.
E B Taylor Co, c, Richmond, Va.
E E Hamblin, with Gimbel Bros, c, Philadelphia.
Mr Longacre, with Bush & Bull, c, Williamsport, Pa.
H C Calish, with J L Brandies & Sons, hf, Omaha.
C M Igel, with Kaufman Bros, t, Pittsburgh.
G H Hutzler, of Hutzler Bros, c, Baltimore. Grand.
R M Fowler, of Fowler, Deck & Walker, c, Binghamton, N Y.
A J Ferguson, with Callendar, McAuslin & Troup Co, c, Providence, R I.
L Bradley, with A Lisner, c, Washington.
G H Kefauver, with R C Reynolds, c, Troy, N Y.
Oscar Davis, with J R Libby Co, c, Portland, Me.
John Freidell, c, Wheeling, W Va.
B M Dearstyne, with John G Meyers Est, c, Albany.
E H Wade, with Wm Barr D G Co, c, St. Louis.



Among the Potteries

Some of the buyers who have been here during the past fortnight have tried in vain to obtain discounts other than those which appear in the lists; but their efforts have amounted to naught. Some very extensive business was refused on this account by local representatives and manufacturers. There appears to be a determined effort on the part of all to strictly maintain prices.

George Buxton, representing the Potters' Co-Operative Co., has gone to Pittsburgh for a week, after which he will proceed East. George S. Davis, Western representative of this firm, will remain at the factory for a fortnight before he starts on a tour.

A brief meeting of the Western members of the United States Potters' Association was held here during the past week, at which matters connected with the recent meeting at Pittsburgh were given consideration.

Among the buyers here have been H. B. Toklas and C. E. Jones, Columbus, O.; J. H. Hahn, Toledo; F. T. Davis, Dennison, Tex.; C. W. McClure, Atlanta, Ga.

The damage to the National China Co. plant by the recent fire was not as great as originally supposed by the officers. The insurance adjusters put the loss on the building at \$2,000 and on the stock, most of which was decorated ware, at \$20,000. The company carried \$100,000 insurance.

One manufacturer reports a cash sale of \$5,000 worth of decorated ware for immediate delivery.

Isaac Wilson Van Fossen, of New Brighton, who has been associated with the National China Co. as salesman since the company organized, has become affiliated in a similar capacity with the American China Co., of Toronto, O. Mr. Van Fossen is the

only out-of-town representative who is maintaining a showroom at the new Thompson House during the buying season. A very creditable arrangement of the Toronto ware has been devised, and the specialties put out by this company are attracting considerable attention.

Harry D. Wintringer, of the Steubenville Pottery Co., spent some time in East Liverpool last week conferring with a committee of manufacturers who have had the revision of the price lists in charge.

By the transfer of Thos. McGrath from Trenton, the Lamberton plant of the Maddock Pottery Co. to the establishment of Thos. Maddock's Sons, on Perry street, the latter now have four of the tallest employees in the local pottery district. McGrath towers 6 feet 5 inches; Secretary Edw. D. Anderson stands 6 feet 4½; ex Assemblyman Thos. Colclough, Jr., measures 6 feet 4, and John F. Keily's height is 6 feet 3¾ inches. While aggregating nearly 900 pounds, none of the quartette is portly.

Evidently, John A. Campbell's earlier determination to rid himself of some of his numerous business responsibilities in 1907 is not likely to be respected. The directors of the Trenton Banking Co. re-elected him as president of that institution several days ago.

Lewis A. Thompson and John A. Cutter have been appointed receivers of the Trenton Watch Co., against whom proceedings were recently brought by Mrs. John Moses. Mr. Thompson was one of the two receivers in the case of the Standard Lamp and Glass Co.

A permit has been awarded for the erection of the addition to the Thos. Maddock's Sons' Co.'s plant, which is to occupy the site of the old Glasgow Pottery. The structure will cost \$60,000. The main building on Carroll street is to be four stories high.

and 58 x 100 feet in size. Another building on E wing street will be three stories high and 36 x 114 feet. A third structure, connecting the other two, is also to be three stories in height and 30 x 114 feet in dimensions.

* *

A rejuvenation of the local Board of Trade has been accomplished through the efforts of a committee composed of fifteen business and professional men. The three-story brick dwelling at 36 West State street has been purchased and will be used as a home for the Board. It is proposed to have all the furnishings of the house represent Trenton's many industries. In this way the building will not only be a home for the organization, but also a virtual exhibition hall for the demonstration of the city's manufacturing possibilities.

* *

Jacob Grau, aged fifteen, is in a local hospital suffering from a broken leg, broken arm and sprained foot. The injuries were sustained in the grinding-room at the Maddock Pottery Co.'s plant several days ago. Grau's coat was caught in a piece of machinery and he was whirled around the shaft several times before the power could be turned off.

✂

Zanesville, O. Business with the S. A. Weller pottery during 1906 was the largest ever handled by the concern. The buildings have a floor space of over 300,000 square feet, making the plant one of the largest in the Western district.

✂

Trade has taken a wonderful spurt **Toronto, O.** with the American China Co., which plant is located here. Of course the coming of Jefferson R. Warner, formerly of the National China Co. at East Liverpool, into this firm has had much to do with this. The general offices of this plant have been completely renovated. At a recent meeting of the board of directors a number of improvements were ordered to be made about the plant.

✂

The sale of the Columbus Pottery **Columbus, O.** Co.'s new six-kiln plant is to take place the latter part of this month under the direction of Frank M. Raymund, trustee in bankruptcy. The recent fire, which precipitated the concern's failure, destroyed only the warehouse and the roof of one kiln-shed. The kilns and machinery were unharmed.

✂

W. C. Lynch is now acting as **Steubenville, O.** sales-manager for the Steubenville Pottery Co., having resigned his place with the Homer Laughlin China Co. in or-

der to accept the position. The Steubenville Pottery Co. has also engaged Jas. B. McHugh to succeed the late Jas. A. Roseman in a traveling capacity. It is Mr. McHugh's first road assignment.

✂

A couple of important changes **East Palestine, O.** have been made this year in the staff of the East Palestine Pottery Co. R. N. Chamberlain has been promoted to the post of assistant general manager, and W. H. Wooten has been advanced from shop foreman to the management of the plant.

NECROLOGY OF THE YEAR.

DEATH reaped a rich harvest in the crockery and housefurnishing ranks during 1906. The list which is as accurate as it is possible for us to prepare, is as follows:

Aaron Tunstall, aged sixty three, of Greenwood Pottery Co, Trenton.

Henry Clay Ranney, New York representative of Bryce, Higbee & Co, glass manufacturers.

John B Higbee, aged sixty-four, of Bryce-Higbee & Co, Pittsburgh

Jas Kirk, sixty-one, president of Potomac Glass Co, Cumberland, Md.

Jos M High, fifty-one, president of the J M High Co, Atlanta, Ga.

Gordon Shillito, sixty, formerly of John Shillito & Co, Cincinnati, O.

John H P Vogt, ninety-one, of Vogt & Dose, New York.

Peter Grey, sixty-seven, lantern manufacturer, North Cambridge, Mass.

William Synnes Cunningham, fifty three, of Cunningham & Co, glass manufacturers, Pittsburgh

John P Ammidon, Brooklyn, Me. Established crockery and glass firm of Ammidon, Crombie & Co, Baltimore, and later was in tinware business.

John Marsching, sixty-seven founder of what is now B F Drakenfeld & Co, New York.

Fred L Block, of Schipper & Block, Peoria, Ill.

Frank W Blon, thirty-nine, Wheeling, W Va, superintendent Warwick China Co.

Mr Falker, of Falker & Stern Co, Chicago.

Alfred F Coates, sixty-two, brush manufacturer, Brooklyn.

John F Mason, sixty-three, president Mason Brush Works, Worcester, Mass.

Capt Richard L Leeson, eighty, owner of department stores in Elmwood and Alexandria, Ind.

Jas Le Boutillier, ninety-two, Washington, D C, last of old firm of Le Boutillier Bros

Thos L Kerr, fifty-five, general manager of Continuous Glass Press Co, Dunbar, Pa.

Henry Robinson, sixty-two, of Whitmore, Robinson Co, Akron, O.

John D Koch, seventy-six, Baltimore, Md, crockery and glassware,

C G Peterson, crockery, Burlington, Vt.

Robt Hobernick, head of decorating department of Minerva, O, Pottery Co.

Chas W Eldert, sixty-four, with Lalance & Grosjean Mfg Co.

Isaac Beale, eighty-four, business manager of Bradley & Smith Brush Co, Brooklyn.

Alfred W McMurray, brush manufacturer, Troy, N Y.

John Richmond Gibb, forty-seven, of Frank, Loeser & Co, Brooklyn.

Christian Stroebel, forty, of Loke & Stroebel, Waterbury, Conn.

Auguste J Cordier, fifty-two, president of Lalance & Grosjean Mfg Co.

Edward Everett Eames, seventy-seven, vice-president of H B Claflin Co.

Samuel Dodd, seventy-two, president International Silver Co.

Frank Kelly, superintendent Macbeth-Evans glass works, Charleroi, Pa.

Jas H Roseman, Grand Rapids, Mich, salesman for Steubenville Pottery Co

Dan'l Noyes Lathrop, seventy-one, manager for S P Pierce & Co, Syracuse.

Alexander Dick, fifty-seven, of Fowler, Dick & Walker, Wilkesbarre, Pa.

Henry Wilhelm, forty-four, general manager Abraham & Straus, Brooklyn.

Louis B Van Wagenen, sixty-five, president L B Van Wagenen Co, Kingston, N Y.

Chas L Langenbacher, seventy-three, retired toy importer, this city.

Peter Peterson, broom manufacturer, Davenport, Ia.

Conrad Dietz, president Boss Washing Machine Co, Norwood, O.

Peter Baker, eighty-two, retired crockery merchant, Somerville, Mass

Eben Swasey, sixty-three, of E Swasey & Co, Portland, Me.

Winfred S Ames, forty-seven, salesman for Mitchell, Woodbury Co.

Wm R Orr, seventy-eight, one of the pioneer potters of East Liverpool.

August Gamm, seventy-nine, crockery merchant, Watertown, Wis.

Freeman A Walker, seventy-two, housefurnishings, Boston.

Wm L Weed, forty-three, of Weed & Willoughby, Gloversville, N Y.

Chas A Van Doorn, eighty-one, crockery merchant, Greenfield, Mass.

Joseph Burrows, fifty-six, of Burrows & Sandborn, Lynn, Mass.

Geo L Smith, fifty six, salesman for Knowles, Taylor & Knowles Co, East Liverpool

Jesse Willetts, fifty nine, president Willetts Glass-house Supply Co, Pittsburgh.

Wm Cartwright, seventy-one, president Cartwright Bros Co, East Liverpool.

Samuel Cartwright, sixty-six, vice president Cartwright Bros Co, East Liverpool.

Arthur C Wiggin, fifty three, crockery merchant, Boston.

Henry Thoma, fifty-six, president Potomac Glass Co, Cumberland, Md.

John E Jeffords, sixty three, of Philadelphia City Pottery.

Aaron Guthrie, forty three, East Liverpool, traveling salesman for American Queensware Co.

H F Marsh, of Marsh & Kidd, San Francisco

Joseph Sansom Perot, seventy-four, formerly china merchant, Philadelphia.

Norman Marrs, crockery merchant, Astoria, Ore

Thos H Taylor, twenty-seven, East Liverpool, potter.

Chas H Lester, forty-seven, of Whitall, Tatum & Co, this city.

Mortimer V Vreeland, twenty-three, with S B & C B Clark, this city,

David Lathrop Wilcox, sixty-seven, L H Mace & Co, this city.

Nicholas Pirong, forty-one, Pirong & Bodot, Syracuse.

Thos P Donohoe, fifty-three, with Maddock Pottery Co, Trenton.

John P Bergman, eighty-five. Established first California pottery in Sacramento, 1870.

Thos O Bergen, of J D Bergen Co, Meriden, Conn.

Fredk R Gillinder, sixty-one, president Gillinder & Sons, Philadelphia.

Herbert Bloor, son of Wm Bloor, one of East Liverpool's pioneer potters.

Capt Saml L Fisher, eighty five, one the founders of the Pioneer Pottery, East Liverpool.

Saml T Addison, forty-eight, of Addison & Dunn, housefurnishers, Baltimore.

Geo W Kearns, eighty four, of G W Kearns & Co, glass manufacturers, Zanesville, O.

Wm B Allen, sixty-four, general manager Mercer Pottery, Trenton.

Franz Roos, eighty-two, a veteran potter of Brooklyn.

Worthington Bruce, sixty-three, of Fisher, Bruce & Co, Philadelphia

Frank E Burley, fifty six, of Burley & Co, Chicago.

Wm Tell La Roche, eighty-four, proprietor Metropolitan Hardware Store, this city

Jos A Hoffman, proprietor Delaware Glass Works, Bridesburg, Pa.

Frank M Gessner, fifty-five, editor *National Glass Budget*.

Robt D Bryce, eighty-five, Ingram, Pa, one of the pioneers of flint glass industry.

Walter Grose, fifty-five, Canadian representative of Plume & Atwood Mfg Co.

John Franklyn Ames, forty-six, of J F Ames Co, this city.

Marshall Field, seventy, of Marshall Field & Co, Chicago.

Joseph Webb, fifty-two, manager Byesville, O, Glass Co.

Isaac H Nichols, sixty-eight, secretary International Pottery Co, Trenton.

John L Chapman, fifty-three, Hero Fruit Jar Co, Philadelphia.

Chas William Iden, fifty-one, of Iden & Co, gas and electric fixtures, this city.

NO USE FOR A CUP.

MRS. NURITCH—"Mr. Nuritch is so particular so refined in his tastes, don't you know. For instance, he has his coffee imported direct, and no one else in this country gets any just like it "

MRS. MCCALL—"Indeed! I suppose he drinks a great deal of it?"

MRS. NURITCH—"Oh, no; only a saucerful at each meal!"—*Philadelphia Press*.

WINDOW GLASS BY MACHINERY.

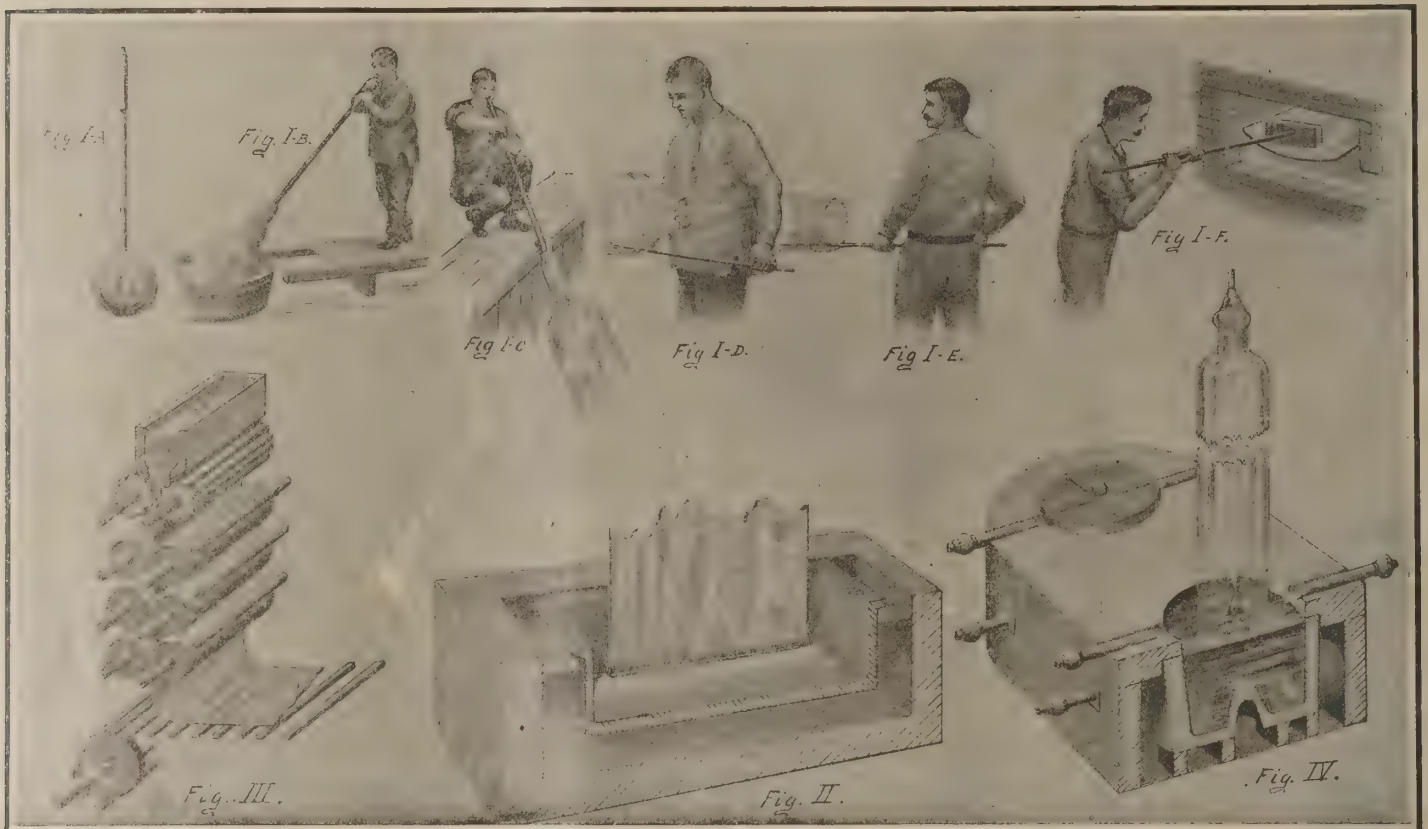
THE manufacturing of window glass is one of the few arts which seems to have resisted all efforts of the keenest mechanical intellects to raise it above a handicraft which involves much costly and cumbrous human labor to the dignity of an automatic process. Ever since panes of glass have been used in buildings, but three manufacturing methods have been employed, viz., the crown process, the hand-blown cylinder process which displaced it, and the machine-blown cylinder process.

The hand-blown cylinder method, by which the bulk of window glass is made at the present time, is

a ball of glass is inflated to a cylinder, which is usually from four to eight feet in length, according to the desired dimensions of the finished sheet

In order to produce the ordinary flat window glass the cylinder is cracked from the blowpipe, and the neck severed from the cylinder proper with a thread of red hot glass (Fig. 1*d*). The cylinder is next cracked lengthwise with a hot iron (Fig. 1*e*) and placed in an oven where it is heated, flattened (Fig. 1*f*), and annealed. It is then washed and cut.

Ever since machinery became a potent factor in modern industries manufacturers have endeavored to create a practical process for drawing glass sheetwise from the molten material. The supreme obstacle was



OLD AND NEW CYLINDER PROCESSES, AND PARTIALLY SUCCESSFUL ATTEMPTS TO PRODUCE GLASS BY THE SHEET PROCESS.

not only simple, but almost primitive in its crudeness, notwithstanding that it requires considerable skill and strength on the part of the workmen. By repeated gatherings a workman, technically known as a gatherer, collects a ball of plastic glass on the end of a blowpipe, as shown in figure 1*a*. The gatherers pass the balls to workmen known as blowers and snappers, who block and shape the mass. By the sheer force of his lungs the blower inflates and shapes the glass until it forms a sphere of some size (Fig. 1*b*); and then elongates the bubble while swinging it in the swing hole (Fig. 1*c*) until it has chilled. This partially-completed cylinder is now reheated, and by repeated blowing and manipulation is finally brought to its desired shape and length. The lower end of the cylinder is then warmed and blown open. Thus

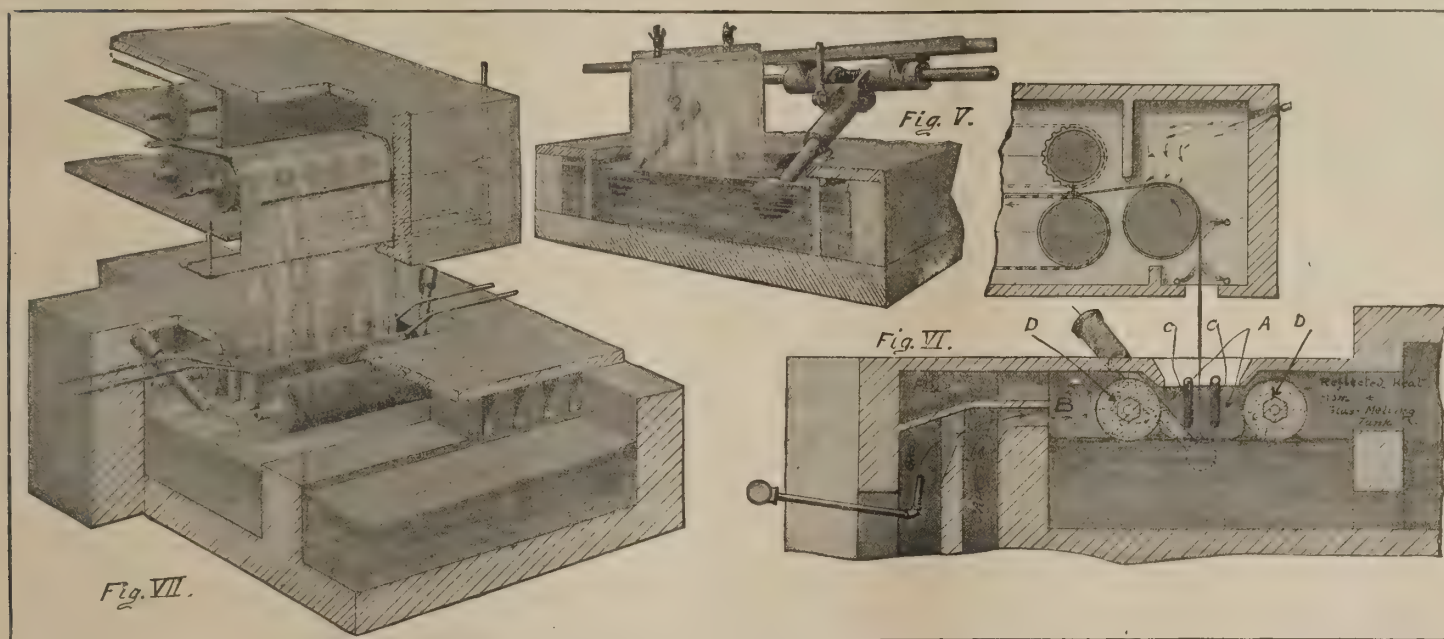
the difficulty of maintaining the width of the sheet as it was drawn from the pot or working chamber. Molten glass, like all viscous substances, tends to narrow down to a thread as it is drawn, and all attempts to maintain the width by gripping the edges of the glass with clamps or pinchers as it emerged from the mass proved impracticable. Somewhat more ingenious, so far as holding the width of the sheet is concerned, but unsuccessful as a whole, was the scheme which is roughly illustrated in Fig. 2. It consists in forcing the glass through a slit in the bottom of a fireclay vessel and drawing it upward.

By far the most systematic and painstaking study which has been made of the whole problem we owe to Irving W. Colburn, of Franklin, Pa. He has attacked it on every conceivable side, expended large sums in ex-

perimenting, built and destroyed machine after machine, and after eight years has produced the first commercially successful apparatus for drawing sheet glass of any reasonable width and of desired thickness, surface and polish. Naturally, his first thought when assailing the problem was to pass the plastic glass between heated rollers (Fig. 3), but it was soon found that while it was possible thus to produce sheets of desired width and thickness, the glass was not marketable because its surface chilled on coming in contact with even the most fervid rollers, so that instead of exhibiting the limpid transparency and high fire polish so much desired, it resembled frosted glass in appearance. The effect was produced by infinitesimal surface marks, or cracks.

After a series of failures Mr. Colburn finally succeeded in constructing what is probably the best cyl-

Colburn hit upon the method illustrated in Fig 5. In this plan spheres of fireclay are employed, carried on the ends of long arms which are immersed in the glass and which are made to revolve upwardly and outwardly, and away from the two edges of the sheet. These spheres impart an outward motion to that portion of the surface of the molten mass lying adjacent to the edges of the sheet, thereby counteracting that tendency to shrink and draw to a thread which is the property of all such materials, and which has rendered the problem of devising a sheet machine so difficult of solution. By this means he was enabled to draw continuously sheet glass of any desired width and of a thickness varying at the will of the operator from 1-16 to $\frac{1}{4}$ of an inch. Complete success was not, however, immediate. Ribs or wave like lines or striæ were formed upon the surface of the finished product in



THE COLBURN MACHINE FOR MAKING WINDOW GLASS BY THE SHEET PROCESS.

inder machine thus far invented. This dispenses with the ladler, the glass being kept at a constant level in the drawing pot, by being continually fed from the melting furnace. How this is accomplished may be seen in Fig. 4. The pot is formed with a central cone of fireclay, upon the apex of which the tapering end of a cylinder is ultimately held. By means of a blast flame, the comparatively thin glass band that ties the cylinder in the cone is melted away, and thus the pollution of the molten glass in the working pot by fragments of glass is avoided, making it possible to continue the drawing of successive cylinders from the same pot—a feat which has not been heretofore accomplished.

Efficient as this method of producing cylinder glass is, it falls far short of a machine by means of which glass can be drawn out in continuous sheets. Returning to the task of inventing a machine which would produce glass without first blowing it into a cylinder form, Mr.

some unaccountable way. These were very minute, but still perceptible enough to distort the visual rays and to produce unpleasant refraction. Although the use of the spheres had overcome the difficulty of maintaining the width of the sheet, still the presence of the wave-lines was so serious a defect that it became absolutely necessary to remedy it. Mr. Colburn found that by placing near and on each side of the sheet a rotating fireclay cylinder *D*, slightly immersed in the molten mass (Figs. 6 and 7), and at the same time superheating remote portions of the glass, the difficulties were overcome. A film of plastic glass adheres to these rollers and is carried upward and over the rollers, chilling slightly in the chamber *A*, because of the presence of the water jackets *C C*, which are inserted one on each side of the emerging sheet of glass. These jackets are not designed to chill or thicken the sheet, but merely to screen off the heat radiating from the revolving white-hot clay rolls.

The plastic film of glass on the roller melts off entirely in the superheating chambers *B B*.

As the sheet of glass is drawn from the mass of glass lying between the rollers, and as the spheres impart an outward movement to that portion of the surface of the mass lying immediately adjacent to the edges of the sheet, the following effects are observed: the molten glass at and just beneath the surface adjacent to the edges of the sheet moves outwardly and away from the central line of the sheet, thus serving to hold the sheet to its full width. As the sheet moves upward there is drawn into it some of the surface portion of the molten mass immediately adjacent to its two faces, and also some of the molten glass beneath the surface. The skin or surface portion of the glass in the working chamber adjacent to the sides of the sheet being drawn, becomes the skin or surface of the finished drawn sheet. Simultaneously the two rollers on opposite sides of the sheet of glass skim some of the surface portion of the molten glass lying between the rollers and the sheet of glass away from the sheet. The result of the combined action of the drawing of the sheet and the movement of the rollers is a constant skimming of the molten glass lying between the two rollers, so that a fresh portion or a new surface is constantly being exposed to the cooling effect of the atmosphere, which has not time to form wave lines on its surface before it has passed into the drawn sheet or over the revolving rollers. Furthermore, the rollers serve to bring a supply of fresh and uniformly heated molten glass into the area lying between the rollers and the sheet. The glass which is skimmed from the surface by the rollers and carried over them is subjected to the superheating action in the chambers *B B*, as already explained, and is melted down so as to free the rollers from the adhering film, and restore the film itself to a proper working condition.

Operated by three shifts of men, of eight hours each, three men to a shift (one man filling in the batch to the continuous glass-melting tank furnace, one man watching the operation of the sheet-drawing apparatus, and one man cutting off the glass into sheets and removing them as the sheet emerges from the end of the annealing *lehr*), this machine will produce sheet glass continuously, month in and month out, twenty-four hours a day, stopping only for repairs. The glass leaves the machine at an approximate rate of from fourteen to twenty-eight inches a minute (depending upon whether thick or thin glass is being drawn), and uniform quality of glass is maintained regardless of the speed at which the glass is drawn. Glass much thicker than the heaviest double-strength window-glass, as well as the single-strength, can be produced with perfect ease, the quality being midway between the best hand-blown and plate glass. The surface presents a most beautiful fire polish.

After the sheet has been formed it passes from a vertical to a horizontal travel over an idler or bending roller into an annealing *lehr*. The glass is rendered

sufficiently flexible at the bending point by a series of gas flames as illustrated in Fig. 7.—*Scientific American*.

IN THE HOUSEFURNISHING WORLD.

S. E. Stevens is to open a 5 and 10-cent store in Morrisville, Vt.

Chas. De Gruff is building a broom factory in Glens Falls, N. Y.

Fire destroyed the Fort Pitt Washboard Co.'s factory, Pittsburgh, Pa., recently.

Thos. F. Hiskey has been appointed receiver for the Howard Brush Co., Baltimore, Md.

F. A. Walker, dealer in kitchen furnishings, Boston, suffered a loss by fire last week.

The Corry Department Store, Trenton, N. J., has been incorporated. Capital, \$100,000.

A four-story addition to the S. Heyman Co.'s department store, Oshkosh, Wis., is soon to be built.

The Kline & Curtis Co., department store, Jersey City, N. J., has been incorporated. Capital, \$100,000.

W. L. Gonelt's store in Sparta, Ga., has been closed, proceedings in bankruptcy having been begun.

The S. H. Davis Co., of Webster, N. Y., house-furnishings, has been incorporated. Capital, \$15,000.

With \$25,000 capital, the Morganfield Department Store Co., Union county, Ky., has been incorporated.

Students at Keuka College, Penn Yan, N. Y., are to operate a basket factory recently organized with \$100,000 capital.

Incorporation papers have been filed by the Reaves-Hamn Department Store, Montgomery, Ala. Capital, \$20,000.

A petition in bankruptcy has been filed against Ike Wollman, 3, 9, and 19 cent stores, 29 Carmine and 516 Hudson streets, this city.

Geo. E. Riderford, retired president of the Riderford Bros Brush Co., Chicago, Ill., died recently. He was seventy-eight years old.

The L. B. Livingston Dry Goods Co., with a capital stock of \$1,000,000, will be opened in Columbus, O., the latter part of February. Mrs. Louise B. Liv-

ingston will be the leading spirit in the new firm. Paul O. Springer, for fourteen years with the Ball-Livingston Co., will be department manager.

* *

Sears, Roebuck & Co. report that their sales in 1906 aggregated \$51,866,874, or just \$13,158,346 more than in 1905.

* *

The Terry Bros. Dry Goods Co., Huntsville, Ala., has been organized with a capital of \$75,000 to continue the business of Terry Bros. & Rodgers, dissolved.

* *

The Johnson-Morgan Co., Louisville, Ky., has moved its department store into new quarters in the Paul Jones building, southwest corner of Fourth and Jefferson streets.

* *

About Feb. 5 the Gordon, Martin & Cline Co. will start a department store in Nashville, Tenn., occupying the present premises of D. Loveman & Co., who remove to larger quarters.

* *

It has been decided to close the Topeka, Kan., branch of the Jones Dry Goods Co. Many attaches of the Topeka store are to be given positions in the Kansas City house of the concern.

* *

It is expected that Miller & Rhoads, Richmond, Va., will occupy their new store early in the spring. It will have a floor space of 107,000 square feet as against the 70,000 square feet now at the firm's disposal.

* *

The S. F. Iszard Co., Elmira, N. Y., has purchased the lease and fixtures of Crandall & Brooks, also of Elmira, and these two department stores will be operated after Feb. 1 under the first-named firm's direction.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE

FOR SALE!

Chicago Flint and Lime Glass Company Works, at
Chesterton, Indiana.



LOCATION

This magnificent plant is located within the incorporated limits of Chesterton, Porter County, Indiana, forty-five miles from Chicago.

It is twelve miles North of the beautiful city of Valparaiso, the County Seat; twelve miles West of Michigan City and twelve miles East of Gary, where the largest steel manufacturing plants in the world are now being constructed, involving a general expenditure of one hundred millions of dollars.

RAILROAD FACILITIES

The railroad facilities are as follows:

THE LAKE SHORE AND MICHIGAN SOUTHERN is located immediately along the North side of the property and connects direct with the Indiana and Eastern coal fields.

THE ELGIN, JOLIET AND EASTERN, or CHICAGO OUTER BELT, has its eastern terminal intersecting with the Lake Shore at this immediate point.

The Belt line delivers coal direct from its Illinois coal fields to the gas producer plant as shown on picture.

The Belt line also affords direct connection with every railway entering Chicago.

THE MICHIGAN CENTRAL RAILWAY crosses the Lake Shore at Porter Junction one-half mile West of the Works and has a direct connection by way of the Belt.

THE PERE MARQUETTE RAILWAY intersects with the Lake Shore at Porter Junction; it has the same connection with the works as the Michigan Central.

By the above it will be recognized that this location assures shipping advantages superior to most, and excelled by no city or town within an equal radius of Chicago.

This location presents another great advantage to which special attention is invited.

The surface of this immediate section is sixty feet above the level of Lake Michigan, fully fifty feet higher than at any other point between Porter Junction and Chicago.

It is also in the center of rich lands, with attractive environments, making it an ideal location for homes.

PASSENGER STATIONS—There are four passenger stations within a distance of one-half mile.

AREA OF GROUNDS—The ground surface of the property is in oblong shape and contains about five acres.

It is bounded on two sides by macadamized streets and on two sides by railroads.

There is ample space in which to double the size of the plant if desired.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

CHARACTER OF CONSTRUCTION—With the exception of the Shipping or Storage House, Barn, Cooper-Shop and Cottage, the entire plant is constructed of brick with stone foundations.

The floors of nearly all the various departments are also of brick or asphalt.

With the exception of the Furnace Room, the roofs are of modern sawtooth construction, which affords the best light for all kinds of work.

DRAINAGE, ETC.—A complete sewerage system connects with the Calumet river.

DIMENSIONS OF EACH DEPARTMENT—

Main Building, 80' x 130' x 20' H. Hip, iron roof 52' H.
 Lehr Room, 64' x 130' x 14½' H. Glass and Gravel roof.
 Mould Room, 38' x 100' x 14½' H. " " " "
 Office Room, 18' x 38' x 14½' H. " " " "
 Engine Room, 25' x 38' x 15' H. " " " "
 Boiler Room, 25' x 38' x 15' H. " " " "
 Assembly Room, 60' x 40' x 14½' H. " " " "
 Shipping Room, 60' x 40' x 14½' H. " " " "
 Batch Room, 60' x 40' x 14½' H. " " " "
 Mould Storage Room, 92' x 18' x 11½' H. Glass and Gravel Roof.
 Closed Alley Room, 24' x 42' x 11½' H., Glass and Gravel Roof.
 1½ Story Frame Residence.
 Carpenter Shop (frame) 53½ x 18' x 15' H.
 Storage Room " 80' x 32' 12½' H.
 Barn, " 44' x 16' x 8' H.

BOILERS, ENGINE AND MACHINERY—There are two horizontal tubular boilers, each 30-H. P. in first-class condition, made by Steam Mfg. Co., Erie Pa.

There is a 35-H. P. high speed engine in first-class condition. There are also pumps connecting with battery of wells and all accompanying appliances.

There is 1 Edison Generator, Style No. 6, including switch board and all appurtenances with wiring to same, furnished by Gregory Electric Co., Chicago.

The machine shop or mould making room contains lathes and such tools as are necessary to make up a complete equipment.

FURNACE ROOM—There is a twelve pot furnace in furnace room with ample space for the construction of another of larger dimensions.

There is also a day tank in furnace room.

LEHR ROOM—The lehrs are located on the broadside of the furnace room, and there is ample space for more than doubling their capacity.

GAS PRODUCERS—There are three gas producers in first-class condition, ample for present capacity of plant.

These as well as the furnace and all attachments are of the Dixon make and are up-to-date in every particular.

CUTTING OFF AND GRINDING ROOM—These departments are fitted up with superior modern appliances and every machine is in perfect order.

GENERAL EQUIPMENT—The plant throughout is equipped with a complete line of machinery and tools, including moulds and everything necessary to a first-class works.

By reason of conditions arising outside the glass manufacturing business this plant is placed upon the market.

For additional information, price, terms, etc., address

THE CHESTERTON BANK,
 Chesterton, Indiana.

THE D. H. Holmes Co., Ltd., of New Orleans, again beg to call the attention of the trade to their rule that no shipment will be accepted by them unless order for same has been confirmed by their New York office at 20, 22 and 24 East Twentieth St.

SITUATIONS WANTED.

POSITION WANTED—By traveling or local salesman with large acquaintance with the whole trade Glassware or lamps. A 1 references. New England and New York State preferred Address Box 444, this office.

POSITION WANTED—By man thoroughly up in crockery, glass, lamps and housefurnishings, as buyer or salesman. Best of references. Address C. B. M., 130 Halsey St., Brooklyn, N. Y.

CUT GLASS SALESMAN, experienced, desires position on road with representative house Best of references. Address CUT GLASS, this office.

SALESMAN—Position wanted with import house by young salesman of experience now on the road. French line preferred. First-class references Address TRAVELER, this office.

BUSINESS OPPORTUNITIES.

SPECIAL BUSINESS OPPORTUNITY—A New York firm, having exceptionally fine showroom will take agency for a domestic pottery and pressed glass tableware factory. Address, in strictest confidence, Box 445, this office.

WANTED—Agency for California, Oregon and Washington, of a factory belonging to Glassware Association, making blown and pressed tumblers and stemware Also factory making cheap grade pressed tableware, jellies, etc. Address MANUFACTURERS' AGENT, this office.

An opportunity is offered to a young man thoroughly posted in the line of crockery and glassware to join the advertiser as a partner in established manufacturing agency in New York city Small capital and best references required. Man with established trade preferred. Address Box 446, this office.

FOR SALE.

FOR SALE CHEAP—Several high-grade tables, some cloth-covered and some mirror-top. Also two fifteen-foot counter cases. C. DORFLINGER & SONS, 36 Murray St., New York

BANKRUPT SALE OF POTTERY PLANT.

THE Columbus Pottery Company's new, modern, six-kiln plant will be sold by Frank M. Raymund, Trustee, about the end of this month. This plant was built under the direction of Mr. Herbert Goodwin, the well-known expert, is electrically equipped throughout, has plenty of cheap natural gas, is located on thirteen acres of land adjoining two railroads and near a traction line, north of Columbus, Ohio. The buildings are substantial brick structures.

The recent fire, which precipitated the failure, destroyed only the warehouse and the roof of one kiln shed, leaving all the kilns and machinery intact and unharmed.

For further particulars address

CRUM, RAYMUND & HEDGES,
 Attorneys for Trustee,

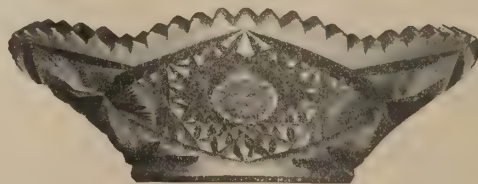
Hayden Clinton Bank Building, Columbus, Ohio.

FRY CUT GLASS

Highest Honors at Lewis & Clark Exposition.

NEW SHAPES AND DESIGNS.

Cut Glass that went to the front with a rush. An order now will bring an order later.



4028. 9 1-2 in. Bowl, "Winner."

If Cut Glass can be made better, Fry Glass Co. will make it. **BUY IT.**

F. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

The A. L. Blackmer Co.
MANUFACTURERS OF
HIGH GRADE CUT GLASS
New Bedford, Mass.

AN ANNOUNCEMENT TO THE CUT GLASS BUYER.

New Bedford, Mass., January 24, 1907.

We take pleasure in announcing to you that our Mr. A. L. Blackmer will be at the Fifth Avenue Hotel, New York City, Room No. 12, for the month of February with a large line of Cut Glass Samples in absolutely new shapes and patterns

These articles comprise some very elaborate and beautiful effects which have never before been brought out in Cut Glass, as well as a large line of popular-priced articles which will appeal to every seeker of an effective display at small cost.

We most respectfully solicit an inspection of our product before placing your orders for either immediate or future wants in the Cut Glass line.

Very truly,

The A. L. Blackmer Co.

The Home of Patented

Nearcut GLASS.

Nearcut means quality.

Nearcut means profit.



THE
CAMBRIDGE GLASS CO.

Cambridge, Ohio.

OUR STOCK PATTERNS IN TABLEWARE:

Marjorie, Dorothy,
Paul Revere,
Sunburst, Fernland.

We make Tumblers, Tableware,
Show Jars, Tobacco Jars, Cigar Jars,
Candy Jars, Cake Covers, Fish Globes,
Bar Glassware

SEND FOR CATALOGUES AND
ALL INFORMATION.

Kennard L. Wedgwood,

No. 25 West Broadway, New York,

ROOM 23.

Representative in the United States and Canada of

Josiah Wedgwood & Sons, Ltd.,

Etruria, England.

Salt & Nixon,

CHINA,

Longton, England.

Arthur Wood,

TEAPOTS,

Longport, England.

— ALSO —

Henry Barnard & Sons,

SILVERSMITHS,

London, England.

FULL lines on view, except Enameled Earthenware
Plates, Salad Sets and Banded Jugs, which are still
controlled by the Rowland & Marsellus Co.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L

OGES
FRANCE

Formerly

M. REDON.

LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is
something out of the ordinary, and a seller.
Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so
different from any we have previously made,
that those who have seen them say they seem to be
the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



We have a line of "specials" in

..... DINNER WARE

—sets and open stock—that merits the inspection of every buyer of these goods.

They are of German and Austrian manufacture, EXCLUSIVELY OUR OWN, and very striking values.

As a matter of fact, none as low in price have ever been offered.

The STROBEL & WILKEN CO.,

591 Broadway, New York.

The Import Show at B & D's.

It is all but ready.

The samples of a few more factories only remain to be placed.

It is a wondrous collection of worthy specimens of China, Glass and Art Wares; Clocks, Bronzes and Marbles; Toys and Dolls.

It is the best exhibit we have ever asked our public to view.

Best in visual appearance and in intrinsic values—the genuine and essential qualities which command the trade of the largest handlers of ceramics and crystals in America.

If you are not a B & D customer, just think this over.

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.

For the Present,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES READY FEBRUARY 11.

MITCHELL, WOODBURY CO., Boston.



Kohinur Cut Glass Co.,

CUTTERS OF

“The Glass of Quality,”

Jermyn, Penna.

NEW LINE.

NEW SHAPES.

NEW CUTTINGS.

See our new Combination Footed Punch Bowls and Electroliers.

Patents applied for.

A. A. BEAN, 32 Park Place, New York.

FOR NINETEEN HUNDRED AND SEVEN.

New English Open Stock Patterns



THE HAARLEM.

Geo. F. Bassett & Co.



French China Import Samples

1907.

NOW READY FOR INSPECTION.

A Word to the Wise: Order Early and Avoid Delay.

Endemann & Churchill

50 Murray Street, New York.

"KRYSTOL"

"KRYSTOL"



TUMBLER



HALF-GALLON JUG

Gloria Design.

"KRYSTOL"

"KRYSTOL"

OHIO FLINT GLASS CO., Lancaster, O., U.S.A.

NEW YORK:

25 West Broadway.

PHILADELPHIA:

922 Market Street.

CHICAGO:

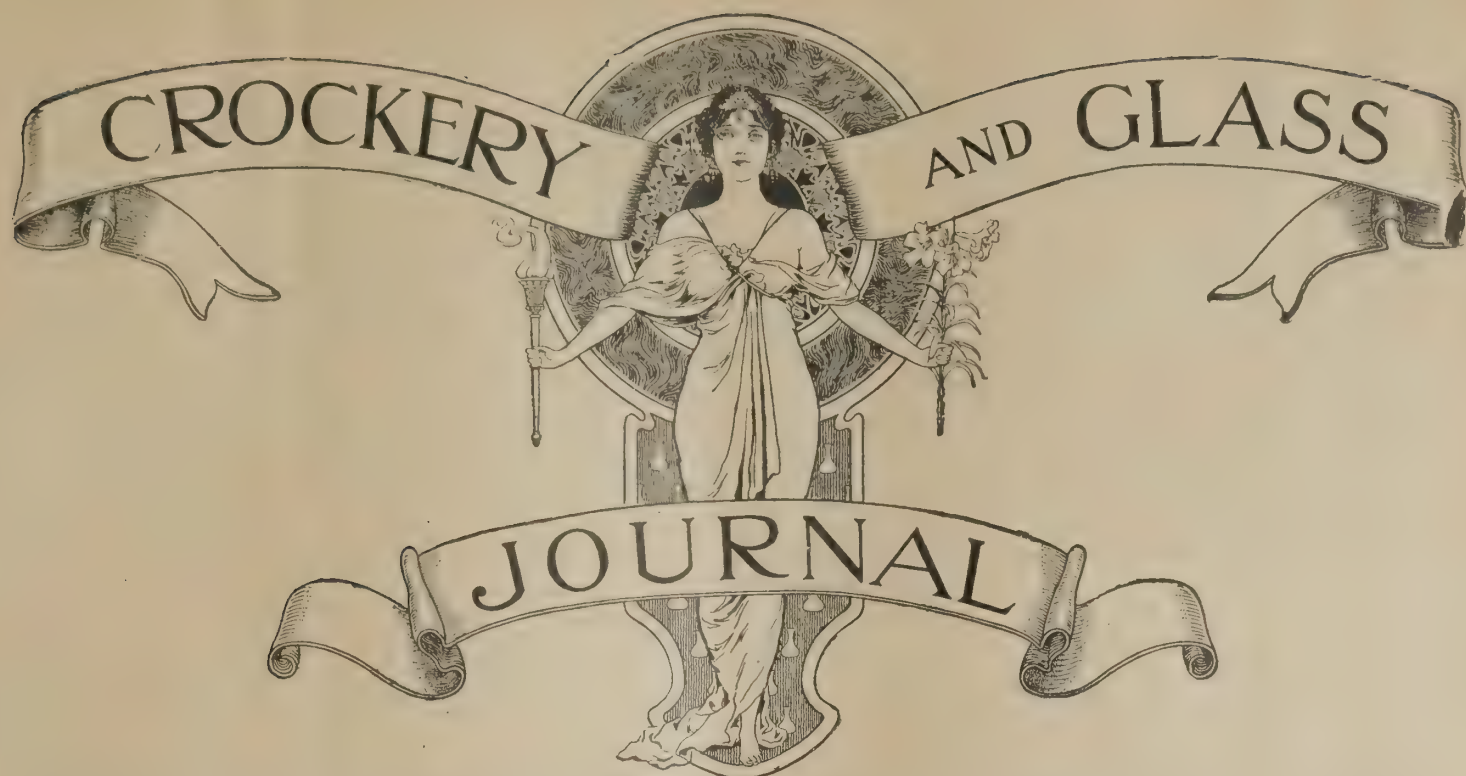
45 E. Randolph Street.

ST. LOUIS:

404 N. Fourth Street.

SAN FRANCISCO:

Morgan & Allen Co.



NEW YORK, JAN. 24, 1907.

THE CONDITION OF BUSINESS.

The season has opened. Early as it is, New York and with many firms only partially prepared, there has been quite an influx of visitors, while orders for staples have come by mail with gratifying frequency and for unusually large quantities. More buyers are expected this week, and the convention which take place a fortnight hence will bring a crowd; so that from this time on everybody will have as much to do as possible.

The American manufacturer has been busy for the past three weeks. Buying has been very heavy. There is no caviling at the prices and the year starts better than was expected. The order files were never loaded up so early as they are this year.

The exposition of glass at Pittsburgh is attracting many visitors. If the orders are not as heavy as the exhibitors would like, the cause is easily explained. When goods are sold in December it is hardly reasonable to suppose that the orders will be duplicated in January.

Makers of jobbing lines of lamps are jubilant. More decorated goods have been sold so far than in the whole season last year, and manufacturers are looking for a great revival in this branch.

The demand for German goods has started with a rush. There is a noticeable change in the character of the decorations this year. They are more deli-

cate and refined than heretofore. Of course there are still some heavy patterns, but in the majority of cases there is less color and better designing than last year.

The French trade grows apace. Heavy orders have been coming in since last October for spring deliveries, and some good business has also been booked for fall delivery. The patterns show two extremes: on the one hand, distinctive but light colorings, rather than shadowy effects; on the other, a lavish use of gold.

The demand for English wares is good. While there is very little buying in the city as yet, the men on the road are doing well. The big business will begin with the advent of the jobbers February 6.

In the housefurnishing world business is all that could be wished for. Manufacturers have not yet caught up with their orders.

Retail business is moderately good. There does not seem to be any rush, although many goods are moved.

Conditions here are provocative of the Trenton. most contented feeling on the part of the potters. The month of January has been productive of good trade almost from its inception, and the demands are increasing daily. The

mails are bringing in a splendid business direct from merchants, and the road salesmen, while hampered in some quarters by unfavorable weather, are doing well.

Pittsburgh and Vicinity.

Buyers are more numerous than at any other time since the exhibit opened here, and orders for new goods are very heavy. It is said that had not the increased price lists been announced in advance, thus giving the dealer and jobber an opportunity to load up at old quotations, the sales during the exhibit this season would have far exceeded those of the previous year.

East Liverpool and Vicinity.

The goodly number of buyers in the city during the past week has resulted in some very heavy business being placed. Mail orders also continue active. A better class of goods is being purchased by many buyers than last season. Two Eastern buyers whose business last year went to the foreign manufacturer have given large orders here for specialties. Shipments are being made on time, as a general rule, and the car shortage is not so much in evidence as it was a fortnight ago.

Shoe Co., with a wareroom in Chicago. Wiped out by the great fire, he bought a bankrupt stock of crockery and glass in Springfield, Mass., in 1873, and so successful was the venture that at the time of his death his establishment was one of the largest in that part of the State. He leaves a widow and one son, Chas. H. Hall, who is with Carson, Pirie & Scott, Chicago.

Henry Tilden, for more than thirty-nine years a member of the Tilden-Thurber Co., died in Providence, R. I., January 18. He was one of the pioneers in the silverware business. His age is not given, but he was not far from seventy. He leaves a widow, one son and a daughter.

Halbert Houghton, for over thirty years one of the chief representatives of R. G. Dun & Co., 290 Broadway, died of heart failure last Thursday afternoon in the office of Porcelaines G. D. A., 29 Barclay street. He had climbed the two flights of stairs to the office on the second floor and begun conversation with a member of the firm, when his head fell back and his body slid forward in his chair. Physicians were hastily called, but the man was dead.

OBITUARY.

JOHN CARSON, senior member of the firm of John Carson & Co., Denver, Col., died last week. His death, which was comparatively sudden, followed an attack of Bright's disease. Born in Ireland, forty-nine years ago, Mr Carson came to America at the age of twenty-four and settled in Philadelphia, where he remained two years. In 1884 he went to Denver and accepted a clerkship in the McKee Queensware Co. Severing his connection with that company after a year, he formed a partnership with his brother, the firm being known by the present name of John Carson & Co.

Geo. S. Charlton, New York representative of the Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis, died here recently at the age of fifty-five.

Chas. Hall died January 18 at Springfield, Mass., aged seventy-five. The deceased had a somewhat varied career. As a young man he served for three years in the West as secretary of a U. S. land commission, and then returned to Bennington, Vt., his birthplace, to study law. He began the practice of his profession in Oshkosh, Wis., but soon abandoned it for a business pursuit. He served a term as postmaster under President Lincoln, after which he became president of the North Bennington Boot and

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 5, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 5, '07	Correspond ing period 1906
Boston	77	216		....
New York	109	28	....	....
Baltimore	363	259		....
Philadelphia	23	25		....
New Orleans	246	....	....	....
Newport News		114		....
San Francisco	46	44		....
Portland (Me.)	51	4	....	....
Galveston .....	....	19		....
Portland (Or.)	20	25	....	....
Inland Points	84	120		....
Total	1027	849	....	....

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Jan 5, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 5 '07	Correspond ing period 1906
New York	67	23	67	23
Boston	52	217	52	217
Philadelphia	1	25	1	25
Baltimore	231	259	231	259
San Francisco	46	44	46	44
New Orleans	115	....	115	..
Portland (Me.)	8	4	8	4
Galveston .....	....	19	....	19
Newport News		114		114
Portland (Or.)	20	25	20	25
Inland Points	26	119	26	119
Total	566	849	566	849



THE District is beginning to take on its wonted spring activity. Buyers are arriving by every train and appointments are being made for future buying. Good feeling prevails everywhere, the certainty of a big business being evident on every hand.

The display of "G. D. A." china, which is now ready for inspection, shows many new treatments. The delicacy and refinement of designing always characterizing this work is more evident than ever. The care in detail is particularly noticeable. It is the little things that count, after all; and in this beautiful ware nothing has been left undone that would tend towards its perfection. The color effects are remarkably good—delicate where daintiness is required; strong when that quality is called for, yet never obtrusive. The house is to be congratulated.

Chas. Ahrenfeldt & Son's lines are ready, and the various designs evince the originality which has become a characteristic feature of their wares. The French line is replete with new ideas. Pattern after pattern is shown with distinctive original features, and yet with an adherence to harmony in color that seems almost impossible in so great a variety. The Carlsbad line is also full of novelties, and contain some features which, while not so ultra as those of two or three years ago, are still strikingly effective. Both lines show great care in workmanship. An entirely new line not yet quite ready, but will be shown next week, will prove a surprise to dealers. We are disclosing no secret when we say that there is nothing like it in the market.

By the time this is read Bawo & Dotter will be ready for visitors, who will find many changes and improvements since last season. The old fifth floor remains unchanged; but the annex, which has hitherto been devoted to art goods, will now contain stock samples. The fourth floor in its entirety is devoted to dolls and toys. The principal change is on the third floor. Here additions have been made on both east and west sides, a former stock room being now

given over to samples. About one-third more space is given to the import samples than last year.

Geo. F. Bassett & Co. are renovating their ware-room in preparation for the coming exhibition. As was facetiously remarked, "the house is great on decoration." Last week they were showing a line in gray muslin with spots of whitewash. This decoration did not run long, however, and was succeeded by the best lines of English open stock dinnerware and Bassett China that have ever been produced. Next week all their goods will be on view in a clean, nicely-decorated wareroom.

The Bombayreed Mfg. Co. has placed its line of jardinières, made of whole bamboo-reed, with John H. Ling at 70 West Broadway. The latter's show-room, by the way, has been very materially improved of late by the inauguration of a new scheme of display. Black velvet is used in liberal fashion on the tables, shelves and side walls in order that the beauty of the extensive cut glass collection might be more fully brought out.

In order to more thoroughly familiarize purchasers of mineral transfers with the virtues of its creations, the Ceramic Transfer Co., 656 Broadway, has published a circular that is exceedingly attractive. It contains a number of illustrations of china pieces that are decorated by transfer patterns from its factory.

Endemann & Churchill's exposition of French china and Austrian glassware, from the respective factories of L. Bernardaud & Co. and S. Reich & Co., is now ready for buyers' observation. In the first-named line there are included five new shapes in dinnerware. They are styled the Bonaparte, Josephine, Royal, Savoy and St. Regis. All of them embody pleasing characteristics in contour, and, furthermore, they are quite unlike each other. But even their grace of form is subordinated by the decorative treatments introduced in connection with them. No

previous efforts in this respect by L. Bernardaud & Co., can properly be compared with these decorations. They are particularly strong in the medium-priced sets. Among the richer sets some exquisite encrustations, with and without lavish border designs of a floral or conventional character, are exploited. Several strikingly new Russian effects are also presented in the more expensive lines. The glassware from S. Reich & Co. has acquired an optic line this year that considerably strengthens and varies that exhibit. On these pieces, as well as on the plain, there appears an etching of the Louis XV. style that is calculated to prove a brisk seller. Another new etching of a group of daisies, which is likewise produced in etched gold, has been sent over.

Hamburger & Co. have their lines fairly well along, and will show staple and fancy china in great variety. They will be very strong in French lines, with novel features which will be exclusively their own. It has always been their aim to produce wares that cannot be found anywhere else, and as usual they have succeeded. They will also have a larger display of glass than before, and have gone in very extensively for metal goods, in which they are showing some copper vases of unusual merit.

The Kohinur Cut Glass Co., Jermyn, Pa., have applied for a patent on a footed punch bowl which has an entirely new feature. It is made in two parts. The upper piece is a regular punch bowl, and the foot when reversed makes a handsome comport. The two pieces are sold together or separately, each being complete in itself. Besides this they have some new features in electroliers which are of sufficient importance to patent. These goods will be displayed under the direction of A. A. Bean at 32 Park Place.

A series of twelve decorations has been selected by the Royal Baby-Plate Co. for the ornamentation of its new, unique and practical baby-plate. These patterns portray a variety of subjects, embracing both the artistic and the humorous. Despite its comparatively brief commercial career, the baby-plate has proven a brisk seller.

Mitchell, Woodbury Co. have rearranged their warerooms at 32 Park Place, where they will remain until May 1, when they take possession of the premises 28 and 30 West Broadway, which they have recently acquired by purchase. A. A. Bean will be in charge and will be ready to show full lines of import samples on a large scale about Feb. 11.

The Strobel & Wilken Co. are quite ready now with their lines. The Schlegelmilch array is the biggest they have ever had, and very different from what was shown last season. They will make a feature this year of a new Austrian line made especially for them and not to be found elsewhere. Among the

various designs is a new treatment of the poppy with an illuminated floral band on the edge, from under which and extending to the shoulder of the plate a part of the blossom is shown. A printed gold centre makes it very effective, and it ought to prove a winner. There are various gold lace patterns, together with floral borders and gold, and a large line of Vienna effects, including panel designs.

Robt. Slimmon & Co. are showing in Wilkinson's 2014 on the Gadroon shape the most elaborate dinner pattern they have had in a long time. The colors are very soft, and consist of various shades of green with gold illumination. It will command the attention and respect of all high class dealers. Two new toilet sets from Wilkinson are also unusually good. One, the Louis, is a tall cylinder shape, while the other, called the Etruscan, is rather on the squat order and has a large bowl capacity. The decorations are very attractive. Perpendicular bands of alternate white and baby blue, with cluster roses on the white and a vine separating the two panels, are an entirely new treatment.

THE STEREOGRAPH AS A FIRST AID.

NEW YORK, Jan. 21, 1907.

Editor CROCKERY AND GLASS JOURNAL.

Sir:—In a recent issue of the JOURNAL you kindly made mention of the fact that I was introducing the commercial stereograph as a first aid to travelers on the road. Since that paragraph appeared I have had a number of conferences with gentlemen in the trade, who with one accord have pronounced the work and its results to be something akin to the marvelous—all of which is very pleasant and gratifying, as indicating unanimous appreciation of a good thing.

In going about the District I find that there is an impression that it is an entirely new idea, and I want to correct that notion through the JOURNAL by stating that what was probably the first stereograph taken commercially was a champagne glass imported by O. A. Gager, fully twenty-five years ago, and F. P. Abbot recalled it instantly the moment he saw the 1906 stereograph.

The picture of the champagne glass was a very different article from that which is presented to-day, and yet it contained the germ of the idea. The trouble with the work at that time was that I could not get anyone to correct the faults and bring the pictures to a satisfactory state of development.

Eight months ago I saw some splendid stereographs in a private house and instantly concluded that the problem of twenty-five years ago was solved. "All ye got to do is jist"—you know the rest. I never struck such a continuous performance of disappointing drag as followed for days and weeks, and then months, until it seemed as though history was determined to repeat itself.

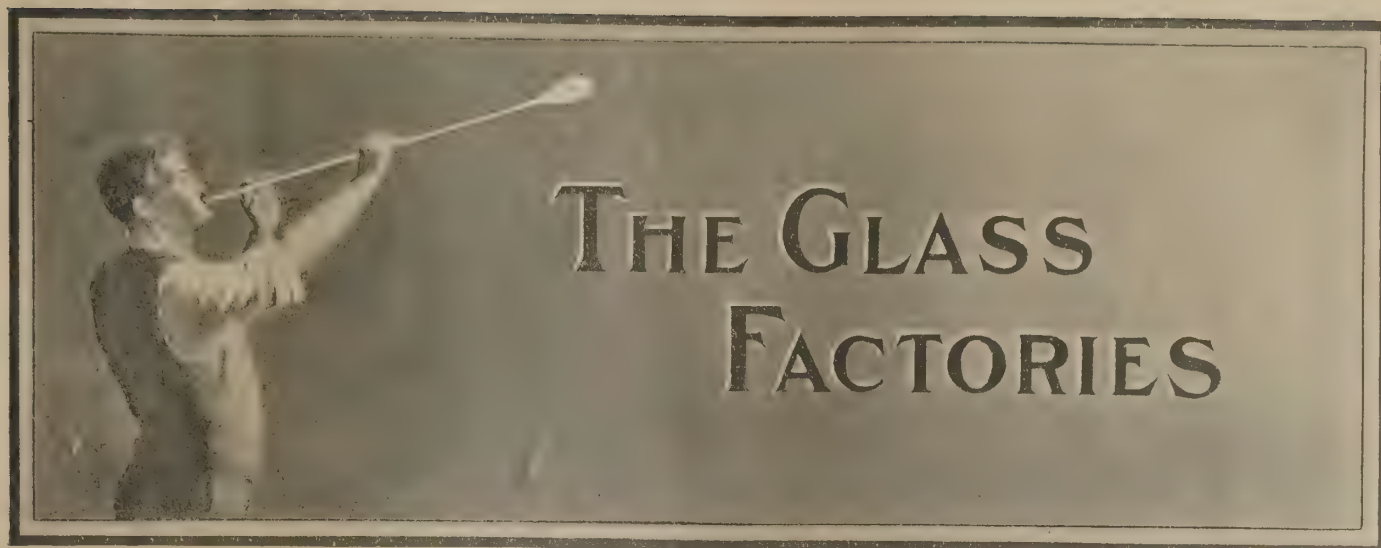
But it came around all right, and I may say that the work which has recently appeared is as nearly perfect as I ever hope to get it.

Like all mundane things, the stereograph has its limitations, and its use should be confined to such articles as cannot be readily or safely carried on the road; and in that field alone it will have enough to do.

Hoping that I have not encroached too far on your valuable space, and thanking you again for your kindly recognition, I remain,

Yours truly,

W. S. HARRIS



Pittsburgh and Vicinity. An increased number of buyers has come to the city during the past ten days, and good orders are being placed. A general feeling prevails that the season will equal that of 1906, and it would not be surprising to find an increase when all is counted up at the close of the exposition.

The impression seems to prevail that the pottery salesmen who have exhibits here are doing a better business, generally speaking, than the glass men. It is said that the jobbers and dealers in glassware loaded up before the first of the year at the old prices; while there was no incentive for such action on the part of the crockery men.

Glass manufacturers report a remarkable lack of cancellation of orders this season. They take this to be a good indication of a continuation of heavy trade throughout the year. At this time last season quite a lot of business was cancelled.

A three-bottle caster in the exhibit of the Riverside Glass Co. is attracting attention. It is said to be entirely new.

W. L. Woodward, who has a display at the Hotel Henry of the goods of the Warwick China Co., of Wheeling, reports a better business this season than during 1906.

An entirely new design and pattern in toilet and dinner ware are displayed by the Ohio China Co. at the Tanner & Kearns showroom. O. C. Walker, general manager of the plant at East Palestine, spent several days in this city during the past week.

Five buyers were invited to join the group of salesmen photographed near the Water street en-

trance to the Monongahela House, and reproduced on another page of this issue. Among them is also one manufacturer—Mr. Miller, of the Duncan & Miller Glass Co., Washington, Pa. It is a remarkable piece of photography—every likeness being good.

The Goodwin Pottery Co., of East Liverpool, which has a complete line of goods displayed on the Sixth floor of the Renshaw building, Ninth and Liberty avenue, this city, will maintain the office here permanently.

The following buyers have been here since our last issue: James P Gordon, of Gordon & Blowers, Kingston, N Y; Mr Griffin, for S H Knox & Co, Buffalo, N Y; F F DeBolt, Alliance, O; Samuel Landberg, of William Landberg & Sons, Brooklyn, N Y; Charles J Weichel, for Cleland, Simpson & Co, Scranton, Pa; L C Lewis, with G Somers & Co, St Paul, Minn; Miss Stewart, with S D Currier, Youngstown, O; Walter B Elms, for the Bennett Co, Omaha; J W Patterson, with Cook Crockery Co, St Joseph, Mo; George V Millar, Scranton, Pa; John P Hackenberg, Milton, Pa; Ed Wild, of Wild & Roan, Milwaukee; Mr Hinrichs, of Omaha Crockery Co; W A Tanner, with Crystal China Co, Crystal, Tenn; Ed J Krause, of Krause China Co, Lebanon, Pa; Mr Behringer, with Hess Bros, Allentown, Pa; Harry Todd, with Rothschild's, Chicago; Silas Ichenhauser, of L. Ichenhauser & Sons, Evansville, Ind; Frank Laurens, of Laurens & Rowe, Oneonta, N Y.



Henry Westerman, of Seattle, Spokane, Wash. has purchased for \$20,000 the sand beds, four miles from here, formerly owned by Geo. Latshaw. The sand is suited for glass manufacture and it is expected that Mr. Westerman will build a factory for that purpose.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES.

92 West Broadway. New York

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 24, 1907.

TO TEST ANTI-GRAFT LAW.

A GREAT deal of public interest, especially among owners of department stores and others who employ buyers or purchasing agents, has been attracted to the arrest of Solomon Ballin, a shirt manufacturer at 508 Broadway, this city, on a charge of violating the Saxe anti-tipping law. Ballin was accused of having offered a commission of five per cent to J. W. McGuinness, buyer for the Fourteenth Street Department Store. The offer was made by letter, and McGuinness, after acquainting his employers with the effort to involve him in this tender of "graft," was advised by the latter to make a purchase from Ballin's firm. He did so, and in return, he says, two checks amounting to \$56 were sent to him as his commission on the transaction. Ballin pleaded guilty last Monday, and was fined \$50.

This is the first time the act has been brought to a test in court. But for the sake of commercial purification it is to be hoped that the law will be more strictly enforced in the future.

The prevalence of this type of "graft" in business is pretty generally recognized. And, unfortunately, the crockery, glass and housefurnishing lines are not exempted from suspicion. In fact, the disposition of certain buyers in our particular business to accept gratuities of one kind or another is quite well known. The advances are made usually through the traveling

salesmen, and, while the solicitations are often disguised under the garb of "loans" and "marks of appreciation," they represent a species of "graft" quite as dishonorable and criminal as if the solicitor were to have asked for a cash remuneration in exchange for his patronage.

The majority of the gentlemen occupying buyers' positions to-day, however, are thoroughly reputable and irreproachable, and would gladly welcome the enactment and rigid enforcement of a national law designed to prohibit "graft" of this kind. They cannot but feel uncomfortably cognizant of the fact that the unscrupulousness of others in the same line of business places them under more or less suspicion. In order that no doubt or uncertainty may attach itself to their absolute honesty in this respect, some of them even go so far as to decline the proffer of friendly little attentions by visiting salesmen, and also positively prohibit their salespeople from accepting any gift, no matter how inexpensive, from men who call on them with the idea of selling goods.

It is, of course, the privilege of every buyer to be as exacting as he pleases in the matter of declining courtesies from salesmen. But there is a limit even to this. There cannot possibly be a suggestion of "graft" in the case of a purchasing agent who accepts, say, an invitation to lunch with a salesman. Actual friendship and a desire to cultivate a warmer bond of intimacy with the buyer is usually the spirit that prompts an act of that sort.

The situation is instantly changed, however, if the buyer makes it apparent that he expects such attention and will be less liberal in his patronage unless he is so favored. We have in mind the case of one who has always made it plain to visiting salesmen that he "felt the need of a bracer" or was so hungry that he "could do justice to a good dinner." That man is a "grafter" of a type quite as dishonest as he who barefacedly insists upon a financial commission.

Such men are traitors to their employers. They buy without regard to the advantage their concerns might enjoy by purchases from other competitors.

Buying on friendship is entirely pardonable, but should not be carried to such an extreme that the interests of the purchasing agent's employer are ignored.

NON-REFILLABLE BOTTLE PROMOTER IN JAIL.

THE recent arrest in Philadelphia of Wm. Fowler Thompson, president of the Standard Glass Co., has disclosed what is represented as having been a swindle of huge proportions. It is alleged that a quarter of a million dollars was secured by Thompson upon representations that his company would put up a factory to manufacture a reputed non-refillable bottle of his own invention. In order to interest investors in his scheme Thompson visited various cities in Pennsylvania, where he put up at the leading

hotels. He kept his room stocked with liquor and cigars and received visitors with much cordiality. He also gave demonstrations of how the bottle could not be refilled. Evidently these demonstrations and Thompson's verbal picture of the factory that he proposed to erect impressed his visitors, for they fairly overran each other in their desire to put up real money for chunks of stock.

NO MORE TIPPING IN MISSOURI.

TRAVELING salesmen will no longer be required or even permitted to give a tip to any waiter, porter, Pullman car attendant or other servant while passing through Missouri. The passage of the Tubbs anti-tipping law on Tuesday makes it illegal to do so in that State, and a violation of the measure is punishable by a fine of from \$5 to \$500.

PERSONAL.

IVIC pride is a great thing. Walter B. Elms, buyer for the china department of the Bennett Co., Omaha, while in Pittsburgh last week was introduced as coming from Omaha, Nebraska.

He turned on his friend and said: "Leave off Nebraska; there is only one Omaha in the world;" and he showed a card on which was printed the concern's address without the State name. It seems that the merchants of that city have adopted this plan; so hereafter in addressing correspondence to anybody in Omaha, if you want their good will leave off the Nebraska end of it.

Isidor Straus, of L. Straus & Sons and Macy & Co., accompanied by Mrs. Straus, was a passenger on the Cedric, leaving New York last Saturday. They will make an extended tour through Egypt.

J. A. Dirksen will be at the Hotel Bartholdi from February 10 to March 1 with a line of hand painted china from E. W. Donaths, Chicago.

Last Monday I Sidney Hirsch opened a two weeks' engagement in Baltimore with the Japanese Fan Co.'s line.

John D. Rapelye, with the J. D. Bergen Cut Glass Co., left on Saturday for Boston and New England.

Lindsay T. Woodcock has been advanced to the general management of the retail business of Marshall Field & Co., Chicago, Ill. Mr. Woodcock started

with this concern nearly thirty years ago and has risen step by step to his present berth

Jacob Hilder, of Samstag & Hilder Bros., returned recently from a European tour in quest of novelties. He was among the several representatives of the trade aboard the Kronprinz Wilhelm.

G. Grant Fish is reported to have engaged as general manager with the Wellsburg, W. Va., Glass Works. Formerly he discharged similar duties with the Jefferson Glass Co.

Since the crockery and glass department at Boggs & Buhl's, Allegheny, Pa., has been in charge of T. A. Neely the space devoted to it has been doubled.

Chas. H. Woodbury, of Mitchell, Woodbury Co., Boston, was in New York Monday on his way to Pittsburgh to buy glass.

A. B. Levan, of Kinney & Levan, Cleveland; W. R. Nieper, of Nathan-Dohrmann Co., San Francisco, and Fred Sien, his assistant, sailed for Europe on Tuesday on the Kronprinz Wilhelm.

As will be seen by reference to our "Special Notices" column, the D. H. Holmes Co., New Orleans, have not yet filled the position of buyer formerly held by C. D. Keene. Here is an opportunity for a good man.

Benj Van Raalte has been appointed manager of the Herpolsheimer Co.'s china department in Grand Rapids, Mich.

David M. Evans has engaged with Walter R. Wearn, who manages the New York showrooms of the McKee Jeannette Glass Works, Riverside Glass Works and Cumberland Glass Works. Mr. Evans, who was formerly with the Phoenix Glass Co., is to assist Mr. Wearn with the local trade.

At the graduating exercises of the American School of Osteopathy, Kirksville, Mo., January 24, Geo. S. Smallwood, the erstwhile crockery salesman, took his degree. The good wishes of a host of friends go out to Dr. Smallwood.

John Nixon, manager of the Fostoria Glass Co.'s local headquarters, has gone to the factory in Moundsville for a stay of a week or ten days.

Wilmer M. Cox, formerly with the E. B. Taylor Co., Richmond, Va., and G. O. Ruehl, formerly of the Blair-Ruehl Glass Co., have formed a partnership

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and will conduct a manufacturers' agency business in the future. Their address is 111 South Twelfth street; Richmond, Va.



Miss Vivian Straus, daughter of Isidor Straus, of L. Straus & Sons, was married several days ago to Herbert A. Scheftel, a member of the banking firm of Jules S. Bache & Co. After a wedding trip through the South Mr. Scheftel and his bride will sail for Europe, where they are to join Mr. and Mrs. Straus, who sailed last Saturday.



W. J. Ford, of Burley & Tyrrell, was in New York this week for three or four days on a special errand. He returned to Chicago immediately his business was finished.



After three weeks' illness, Alex P. Doctor, manager of the Central Glass Works' New York salesroom, returned to duty on Tuesday. He has been suffering from rheumatism and neuralgia, and his condition is still far from being perfect.



A. B. Anderson, with Fondeville & Van Iderstine, visited the Baltimore trade last week, and is this week looking for business in Philadelphia.



Chas. Bosshard, who is connected with the Limoges factory of Chas. Ahrenfeldt & Son, has come over to the States for a visit of three months with the idea of more thoroughly familiarizing himself with American business methods and requirements.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

R J Calm and A J Kline, with Dives, Pomeroy & Stewart, hf, Reading and Harrisburg, Pa.
 F C Boyland, with Duffy, McInnerny Co, Rochester, N Y.
 Miss A Lambert, with Dives, Pomeroy & Stewart, c, Reading, Pa.
 D J Mahoney, with Jordan Marsh Co, l, Boston.
 A P & E L Eagleston, c, Hyannis, Mass.
 Adirondack Hardware Co, Saranac Lake, N Y.
 J A Beyer, Saratoga, N Y.
 C R Maylender, Fort Plain, N Y.
 H Harroun & Co, c, Mansfield, O.
 Mr Kallman, with England Bros, c, Pittsfield, Mass.
 J W Ford, with Burley & Tyrrell, c, Chicago.
 J Siem, with Nathan Dohrman Co, c, San Francisco.
 J Lemaige, with Wemott, Howard & Co, c, St Paul.
 A B Levan, of Kinney & Levan, c, Cleveland.
 W R Nieper, with Nathan Dohrmann Co, c, San Francisco.
 C F McGee and Mr Rhoades, of Rhoades Bros, c, Seattle and Tacoma, Wash.
 Wm Howell, with Pitkin & Brooks, c, Chicago.
 Mr Halpin, with Pettis D G Co, hf, Indianapolis.

C H Woodbury, of Mitchell, Woodbury Co, c, Boston.
 W T Mitchell, with Adam, Meldrum & Anderson Co, c, Buffalo.
 A Ellis, with Almy, Bigelow & Washburn, hf, Salem, Mass.
 J Hogan, with Denholm & McKay Co, hf, Worcester, Mass.
 I A Goldstein, of Goldstein & Migel, hf, Waco, Tex, Broztell.
 G F Weston, with Jordan Marsh Co, t, Boston, Herald Square.
 A Binswanger, with Siegel, Cooper, s, Chicago, Woodstock.
 A P Spangler, with Bush & Bull, hf, Easton, Pa, Grand.
 F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass, Herald Square.
 F J Weckesser, with F M Kirby & Co, hf, Wilkes-Barre, Imperial.
 Miss M Kelly, with MacDougall & Southwick Co, hf, Seattle, Prince George.
 G Louis, with Woodward & Lothrop, t, Washington, Prince George.
 Miss E Ledger, with H S Barney Co, hf, Schenectady, Imperial.
 D C Roberts, with F M Kirby & Co, hf, Wilkes-Barre, Imperial.
 J Tanner, with Bristol China Co, c, Bristol, Tenn.

THE STRAUS ENTERTAINMENT.

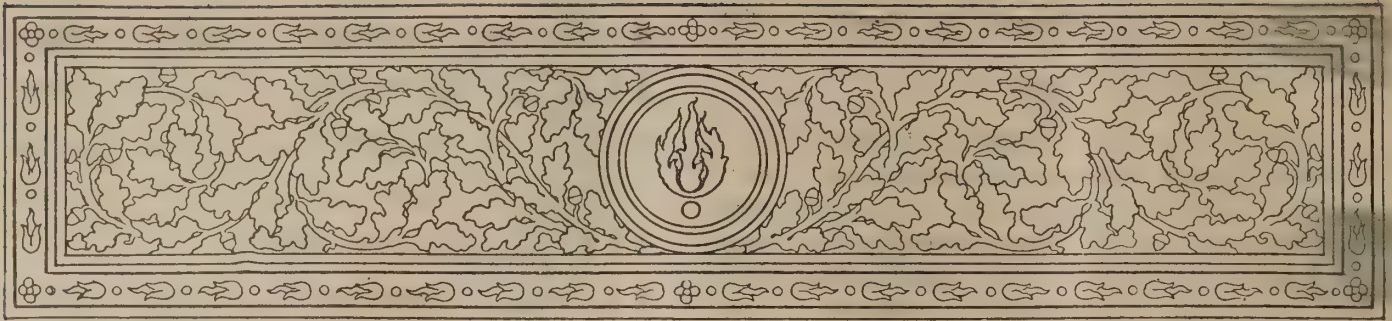
THE sixth annual entertainment and reception of L. Straus & Sons' Mutual Benefit Association was held on the 17th at the Yorkville Casino. The early part of the evening was devoted to a fine vaudeville show, after which came the dancing. The house was packed, notwithstanding the fact that the biggest snowstorm of the season raged that night. It is estimated that more than 1500 were present, and a goodly sum will be added to the treasury. Mr. and Mrs. Lee Kohns were guests, as usual. Other members of the firm were deterred from being present owing to the marriage of the daughter of Mr. and Mrs. Isidor Straus.

The committee of arrangements, to whom great credit is due, consisted of Leon Sultan, president; A. A. Elfelt, vice president; H. V. Keenan, secretary-treasurer; Edward Frailey, Hugo Kaiser, Chas. F. Wheelan, Max Friedman, Morris Appel, Wm. Colvin, J. Friedman, A. Hare, H. Whittner, Arthur Kopp, Max Baumblatt, C. Williams, Max Meyer, L. Frank, Morris Kohn, J. Kirby.

POTTERY COMBINE DISSOLVED.

THE action of the stockholders of the East Liverpool Potteries Co, in dissolving the company, removes the last vestige of a combine among the pottery manufacturing concerns of America.

Certain of the remaining stockholders will take over the management of the United States Pottery at Wellsville, and others will assume control of the Globe in East Liverpool. The company was formed in 1900 with a capital stock of \$1,000,000.



First Annual Banquet of the Western Glass and Pottery Association.



Good Attendance and Unbounded Enthusiasm. Daniel C. Ripley Makes the Speech of the Evening. Plans for the Upbuilding of the Association Discussed. Secretary Kaufmann's Work Appreciated.

THE first annual banquet of the Western Glass and Pottery Association took place at the Monongahela House, Pittsburgh, on Monday evening, January 21, and was a most successful affair, no less than seventy two members and their friends being in attendance.

At the business meeting previous to the banquet it was found that the referendum vote for officers had resulted in the following being elected: President, Joseph A. Harris; first vice-president, Walter A. Wearn; second vice-president, Albert C. Boggs; secretary, Joseph G. Kaufmann; treasurer, Walter G. Minnemeyer; directors, Walter B. Lindsay, Peter E. Brady, Marion G. Bryce, George C. Pugh, William C. Lynch, Charles H. Becker, Addison C. Thompson.

The report of Secretary Kaufmann showed that the Association had gained considerable ground during the past year, having a membership now of 218.

In recognition of the good work done by Mr. Kaufmann during the year the Association presented him with a purse of \$100. Plans for an active campaign for increasing the membership during the coming year were discussed at length.

The guests then filed into the banquet room to the strains of the orchestra, when it was found that the following were present:

Thomas H. Lohr	S. F. Elkins
K. A. Rock	Roy D. Schooley
D. R. Marshall	H. W. Gauding
Carl Northwood	Harry Cushwa
Silas Ichenhauser	E. G. Minnemeyer, jr
Harry W. Smith	H. C. Tuttle
George W. Ashbaugh	B. F. Pritchard
Frank I. Simmers	W. H. Cassell
George C. Thompson	W. Martin
W. E. Wells	W. C. Lynch
John W. Vodrey	P. E. Brady

J. C. Deens	Daniel C. Ripley
H. A. Hamill	Albert W. Boggs
John A. McNicol	Arthur J. Bennett
Fred Kline	W. G. Minnemeyer
Hugh L. McNicol	B. W. Jacobs
Harry A. Keffer	C. A. Weidemann
James W. Irwin	George V. Millar
W. H. Deidrick	Harry B. Whitney
George F. Davis	Percy Pownall
C. Nick Muessig	Frank H. Pletcher
A. F. Niedeck	George E. Witt
Joseph Tomkinson	George E. West
L. E. Smith	M. V. Simpson
R. F. Arnett	Reuben Haley
W. L. Gaston	F. W. Merry
I. J. Collins	Thomas G. Jones
George C. Pugh	Jules Braun
Samuel P. Kenny	Dave Fisher
T. F. Harnack	Howard C. Jenkins
Robert Rawsthorne, jr	J. W. Patterson
W. B. Crawford	J. R. W. Tibby
D. W. Loomis	Frank B. Lawrence
H. L. Dixon	S. O. Paull
E. A. Graff, jr	R. A. Peterson
D. King Irwin	James E. Merry

Before taking their seats a silent toast "to the absent ones" was drunk, after which all proceeded to do justice to as fine a menu as the Monongahela House could offer.

When the coffee stage was reached and smoke spirals began their ascent Mr. Boggs rose and in a few well-chosen words introduced Arthur J. Bennett as toastmaster. And he proved to be the right man in the right place before the evening was far gone.

Treasurer Minnemeyer read regrets from President-elect Harris, Walter R. Wearn, A. S. Laurance, C. C. Hutchins, C. R. Montgomery, T. F. Hart, A. C. German, D. W. Baird, E. B. Gillinder, John S.



AS OUR ARTIST SAW THEM.

17-11-1917
BUTLER & SONS

Goodwin, W. C. Hughes, John J. West, L. B. Martin, T. C. Fry, S. A. Weller, Arthur Hale, F. M. Baldwin, W. S. McKee, C. H. Lang, F. H. Baker, J. S. Walker, A. M. Brinckle, M. E. Ellis, W. B. Speer, Ira F. Fickes, C. H. Becker and George E. Graeser.

"I drink to the general success and joy of the occasion," read a telegram received from J. F. O'Gorman, secretary of the Pottery, Glass and Brass Salesmen's Association.

President-elect Harris was unable to attend because of illness, and Addison Thompson, A. H. Heisey and Marion G. Bryce were also absent from the same cause.

Toastmaster Bennett then introduced D. C. Ripley, of the United States Glass Co., who responded to

forty years ago it was the custom for manufacturers in this district to meet once a week and compare notes, and all were benefitted. The manufacturer who does not attend meetings and conventions is selfish, and is the first to condemn the motives of those who would improve his condition with their own."

B. W. Jacobs was called upon to respond to the toast, "The Traveling Salesman." He said that the traveling salesman was an ambassador of commerce and a diplomat. He made the distinction between the mere traveling man and the salesman by stating that while the former pushed his card at a firm to get orders, the salesman won business through his own personality.

W. C. Lynch spoke of the difference between



SALESMEN NOW CONGREGATED AT PITTSBURGH.

"The Manufacturer." He asserted that the manufacturer spends a lot of time attending meetings and figuring the cost of his product, and when he gets through he knows no more about it than he does the expense account of the gentlemen who represent him on the road—that is, if the aforesaid gentlemen know their business. "He is afraid to make large profits for fear of an investigation on the part of the government," continued the speaker. "We have heard about how prosperous the past year has been. It has been so in volume, but not what it should have been in profits, compared with other industries, which took advantage of the times while we were trying to outwit our competitors for trade when there was enough for all at more profitable figures than we obtained. We are living in a prosperous age, and it is but fair that we share it as well as others. Thirty or

"Sundries and Incidentals." He asserted that the "incidentals" were the most trying part of a salesman's life, and he would hail the day when there would be no such accounts to send into the firm.

P. E. Brady talked of the plan to increase the membership of the Association. "The \$300 which this Association gives to the widow is far more appreciated than the few flowers and the sympathy which usually fall to her lot," he said.

H. W. Gauding made an address in behalf of Secretary Kaufmann, who was absent because of the critical illness of his wife. He spoke of the growth of the Association during the year, and closed by reciting "Life's a Funny Proposition, After All."

C. A. Weidemann, a member of the New York association, also spoke of the plans to build up the Western organization, and declared that if he was

able to secure a new member for the West he would surely land one for the Eastern association at the same time.

"The man who takes something from the manufacturer," announced Toastmaster Bennett when he called upon H. L. Dixon, the glass furnace builder. The latter told of the growth of the industry in the Pittsburgh district in a most happy way.

"To the fellers generally," was the way W. E. Wells put it when he started to speak. Mr. Wells told of the early struggles of some of the members of the Association when they were just starting 'out on the road," and of the rapid advancement in life which resulted.

Albert C. Boggs thanked the Association for his election to the position of second vice-president. In a happy little speech he declared that he always proposed to be a salesman, and closed with the words, "God bless you all, and may you have a happy and most prosperous new year!"

Great credit is due to Mr. Kaufmann, Walter G. Minnemeyer and D. King Irwin for the admirable manner in which all the arrangements for the banquet were carried out.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
January 22, 1907.

ANTWERP		
2 packages glassware	.....	B Gunthel
7 " "	.....	Fensterer & Ruhe
10 " "	.....	W P Graham & Co
6 " "	.....	L Straus & Sons
39 " "	.....	J M Shaw & Co
226 " "	.....	Miscellaneous Orders
10 " chinaware	.....	J H Venon
6 " "	.....	Ceramic Importing Co
8 " "	.....	Miscellaneous Orders
79 " earthenware	.....	G F Bassett & Co
32 " "	.....	Miscellaneous Orders
12 " toys	.....	Geo Borgfeldt & Co
25 " "	.....	B Illfelder
45 " "	.....	Miscellaneous Orders
BERMEN		
7 packages glassware	.....	L Straus & Sons
18 " "	.....	A Steinhardt & Bro
27 " "	.....	Strobel & Wilken Co
244 " "	.....	Miscellaneous Orders
47 " chinaware	.....	The Julius Levy Co
65 " earthenware	.....	Karl Hutter
56 " "	.....	Hamburger & Co
29 " "	.....	Knauth, Nachod & Kuhne
57 " "	.....	Strobel & Wilken Co
44 " "	.....	Miscellaneous Orders
63 " toys	.....	L H Mace & Co
321 " "	.....	Geo Borgfeldt & Co
79 " "	.....	Hamburger & Co
8 " "	.....	F A O Schwartz
233 " "	.....	F W Woolworth
181 " "	.....	Strobel & Wilken Co
82 " "	.....	Miscellaneous Orders
SOUTHAMPTON		
25 packages chinaware	.....	Wm Guerin & Co
10 " "	.....	Geo Borgfeldt & Co
3 " "	.....	L D Bloch & Co
2 " "	.....	Blakeman & Henderson
1 " "	.....	A G Moment
4 " "	.....	L Straus & Sons
7 " "	.....	Miscellaneous Orders

LIVERPOOL		
86 packages chinaware	.....	Endemann & Churchill
15 " "	.....	Ceramic Importing Co
34 " "	.....	Geo Borgfeldt & Co
10 " "	.....	F W Jenkins & Co
19 " "	.....	Miscellaneous Orders
3 " glassware	.....	J Davison
5 " "	.....	Meakin & Ridgway
12 " "	.....	Miscellaneous Orders
5 " earthenware	.....	L Straus & Sons
1 " "	.....	J Davison
4 " "	.....	Fondeville & Van Iderstine
14 " "	.....	Meakin & Ridgway
22 " "	.....	J S Robertson
12 " "	.....	The Julius Levy Co
18 " "	.....	Miscellaneous Orders

HAVRE		
2 packages chinaware	.....	Paroutaud & Watson
2 " "	.....	Bawo & Dotter
3 " "	.....	Haviland & Co
6 " "	.....	Miscellaneous Orders

ROTTERDAM		
19 packages toys	.....	Strobel & Wilken Co
10 " earthenware	.....	"

HULL		
6 packages earthenware	.....	Strobel & Wilken Co
6 " glassware	.....	"
9 " toys	.....	"

HAMBURG		
10 packages glassware	.....	Fensterer & Ruhe
13 " "	.....	Bawo & Dotter
2 " "	.....	Brown Bros
126 " "	.....	Eimer & Amend
1 " "	.....	W R Noe
3 " "	.....	G F Bassett & Co
1 " "	.....	Julius Palme
5 " "	.....	Koscherak Bros
4 " "	.....	Vogt & Dose
3 " "	.....	N Wapler
12 " "	.....	Strobel & Wilken Co
109 " "	.....	Miscellaneous Orders
36 " chinaware	.....	The Julius Levy Co
201 " earthenware	.....	Geo Borgfeldt & Co
4 " "	.....	Chas Ahrenfeldt & Son
16 " "	.....	G F Bassett & Co
5 " "	.....	F Bing & Co
3 " "	.....	L D Bloch & Co
166 " "	.....	Bawo & Dotter
1 " "	.....	Fensterer & Ruhe
38 " "	.....	Hamburger & Co
2 " "	.....	B Illfelder & Co
52 " "	.....	L Straus & Sons
8 " "	.....	Julius Palme
11 " "	.....	E R Thieler
16 " "	.....	J Wygand & Co
1 " "	.....	N Wapler
28 " "	.....	Strobel & Wilken Co
107 " "	.....	Miscellaneous Orders
125 " toys	.....	Samstag & Hilder Bros
15 " "	.....	Bawo & Dotter
127 " "	.....	B Illfelder & Co
17 " "	.....	Geo Borgfeldt & Co
6 " "	.....	L H Mace & Co
53 " "	.....	Strobel & Wilken Co
155 " "	.....	Miscellaneous Orders
6 " harmonicas	.....	Strobel & Wilken Co

LIMOGES		
183 packages chinaware	.....	W L Briggs

IMPORTS AT PORT OF BOSTON.

ANTWERP		
4 packages earthenware	.....	Jones, McDuffee & Stratton Co
10 " "	.....	Kidder, Peabody & Co
1 " "	.....	R F Downing & Co
43 " "	.....	First National Bank
4 " "	.....	Geo Borgfeldt & Co
25 " "	.....	Miscellaneous Orders
LIVERPOOL		
30 packages earthenware	.....	Jones, McDuffee & Stratton Co
2 " "	.....	Richard Briggs Co
67 " "	.....	Mitchell, Woodbury Co



Banquet of the Western Glass and Pottery Association, Monongahela House, Pittsburgh, January 21.

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1871



Among the Potteries

A number of large orders have been placed in this district during the past week by department stores in the East. The jobbers have also been leaving some very nice business, and the potteries are being worked full time in every instance. There is practically no talk whatever about the new price lists—the little opposition that existed having quite disappeared.

T. A. McNicol, of the Potters' Co-Operative Co., is spending a fortnight in the East, making his principal stops in New York and Boston.

There is a general shortage of clay in the East Liverpool district, caused by a lack of shipping facilities at the mines. Clay brokers assert that fifty cars will not place the market where it should be. To add to the potters' difficulties on this score, a lot of clay has had to be destroyed lately. The Ohio River has been at flood stage, and as a consequence so much mud crept into the clay during the process of working as to render it unfit for use.

George Washington Hooven, of Williamsport, Pa., with the National China Co., is the heaviest salesman running out of East Liverpool. He weighs 280 pounds. He was formerly in the Ohio and Michigan territory, but has been given charge of the New York and Pennsylvania territory. Lauren Gillelan will be in the South for this firm, while Harvey Thompson will look after the Western business.

The flood in the Ohio River during the past few days held up shipments and caused the manufacturers no little annoyance. For a time it was thought that plants along the river would be flooded, and every precaution was taken. Happily, the danger point was not reached.

Among the buyers here during the past week were C. E. Greene and F. A. Tillman, with Clark Bros.,

Scranton, Pa.; Charles Weichel, Scranton, Pa.; S. Ales, Baltimore; Morris Bergman, of Bergman & Co., New York; Charles F. McGee, with Rhoades Bros., Tacoma, Wash.; T. A. Neely, with Boggs & Buhl, Allegheny, Pa.

A number of buyers have doubled their old orders for specialties. New patterns are selling well, and orders for staples are heavier than was anticipated.

Several important changes have been made in the factory and office management of the General M'fg and Supply Co. W. S. McLewee is now in absolute control of the manufacturing end of the business, succeeding Fred McCoy, now selling in the West for the Cook Pottery Co. The office details are in the hands of Messrs. Platt and Wood. The former has been connected with the firm for some time, but Mr. Wood was engaged only recently. The company proposes to direct its attention almost wholly this year to metal goods for oil, gas and electric uses. Twenty-four entirely new shapes in metal portables and lamp bodies have been created under the direction of Mr. McLewee, and they are being finished in every desirable style.

The funeral of Thos. Maddock, who died in Redlands, Cal., recently, took place last Friday afternoon. Because of the heavy storm prevailing at the time of interment a large tent was erected above the grave in Riverview Cemetery for the protection of the mourners. Many employees of the Coalport Pottery, of which the deceased was president, and a number of manufacturing potters, attended the funeral.

Another local manufacturing potter has been honored by a re-election to the presidency of a banking institution. The recipient of this tribute of confidence and trust is Oliver Bowman, who, despite his expressed desire to retire as the official head of the

Broad Street National Bank, was the unanimous choice of the directors at the recent annual meeting

* *

Col. E. C. Stahl, who enjoys a wide acquaintance in the trade because of his speechmaking at banquets of the Crockery Board of Trade and the Pottery, Glass and Brass Salesmen's Association, has won his battle in behalf of J. F. Liem, a German toymaker, and his family. The immigration authorities sought to deport Liem and his wife and children; but Col. Stahl worked so vigorously and effectively that Liem's family have been permitted to go to relatives in Chicago, and Liem himself, after another year's stay in Germany, will be allowed to land in this country.

* *

Chas. A. May, president of the Maddock Pottery Co., has been again selected as the head of the local board of water commissioners. This makes the seventh term of Mr. May in this capacity. As that master of English, "Chuck" Connors, was wont to say, "I guess that's going some."

* *

Wm. Kelley, of Chicago, is spending a few weeks in this city. It is perhaps unnecessary to more specifically describe Mr. Kelley than to merely explain that he is the Kelley from the city of wind and other irresistible things. But, in the event that someone exists who has not become fully acquainted with him, it

might be pointed out that Mr. Kelley represents in the erstwhile wild and woolly territory the General M'fg and Supply Co. and other concerns. He is here to assist in the preparation of the latter firm's 1907 line, and when not too deeply engrossed in that occupation takes occasion to entertain friends with the recital of his road experiences in the days when lithographs were the only sample lines carried.

* *

When the Trenton Board of Trade is reorganized at a public meeting on Feb 14 it is exceedingly likely that Harry S. Maddock, the pottery manufacturer, will be elected second vice-president.

* *

In addition to his various other accomplishments, Wm. S. Hancock, vice president of the Trenton Potteries Co., has developed unlooked-for talent as a sponsor at a nautical launching. He spoiled a bottle of wine and murmured "I christen thee," etc, at the initial sea bath of a boat named Pejepscot in Portland, Me., recently.

✕

It is reported that the financial troubles of the Columbus Pottery Co. will soon be adjusted and that the firm will resume operations—whether under the old or new management is not yet announced.



IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

BUSINESS BRIEFS.

The Hackmann Art Glass Co., Milwaukee, Wis., lost \$3,500 by fire last week.

I. Silverman & Co., wholesale toy dealers, Boston, Mass., were damaged by fire recently.

P. H. Gallagher's crockery store, Bradford, Pa., was damaged by fire recently to the extent of \$6,000.

J. C. Tucker is making alterations to his store in Wakefield, R. I., for the display of crockery and tinware.

Grodine & Co.'s china store, Allegheny, Pa., was entered by burglars several nights ago, and about \$75 worth of stock was stolen.

The Standard Cut Glass Co., Corning, N. Y., has been incorporated with Jas. and T. Share and Chas. P. Bushkirk as stockholders.

A charter has been secured by the Boston Store Co., which is to operate a department store. Capital, \$100,000; registered office, Trenton, N. J.

Henry Birks & Sons, the Canadian merchants, have concluded to install china departments in their stores in Vancouver, Ottawa, Montreal, and Winnipeg.

A receiver has been appointed for the People's Department Store, Rochester, N. Y., as a result of the filing of a petition in involuntary bankruptcy last Tuesday. It is alleged that the company owes \$100,000.

Taylor & Mulveney, of Hamilton, Can., write us to correct the report that their crockery warehouse

was recently destroyed by fire. "This is hardly true," the letter reads, "as the loss we sustained was but a small one and has not in any way interfered with our going right ahead with our business as usual. The fire was in a portion of our basement, and the water damaged our sample-room, but the working section of our premises escaped."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

FOR SALE!

Chicago Flint and Lime Glass Company Works, at Chesterton, Indiana.



LOCATION

This magnificent plant is located within the incorporated limits of Chesterton, Porter County, Indiana, forty-five miles from Chicago.

It is twelve miles North of the beautiful city of Valparaiso, the County Seat; twelve miles West of Michigan City and twelve miles East of Gary, where the largest steel manufacturing plants in the world are now being constructed, involving a general expenditure of one hundred millions of dollars.

RAILROAD FACILITIES

The railroad facilities are as follows:

THE LAKE SHORE AND MICHIGAN SOUTHERN is located immediately along the North side of the property and connects direct with the Indiana and Eastern coal fields.

THE ELGIN, JOLIET AND EASTERN, or CHICAGO OUTER BELT, has its eastern terminal intersecting with the Lake Shore at this immediate point.

The Belt line delivers coal direct from its Illinois coal fields to the gas producer plant as shown on picture.

The Belt line also affords direct connection with every railway entering Chicago.

THE MICHIGAN CENTRAL RAILWAY crosses the Lake Shore at Porter Junction one-half mile West of the Works and has a direct connection by way of the Belt.

THE PERE MARQUETTE RAILWAY intersects with the Lake Shore at Porter Junction; it has the same connection with the works as the Michigan Central.

By the above it will be recognized that this location assures shipping advantages superior to most, and excelled by no city or town within an equal radius of Chicago.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

This location presents another great advantage to which special attention is invited.

The surface of this immediate section is sixty feet above the level of Lake Michigan, fully fifty feet higher than at any other point between Porter Junction and Chicago.

It is also in the center of rich lands, with attractive environments, making it an ideal location for homes.

PASSENGER STATIONS—There are four passenger stations within a distance of one-half mile.

AREA OF GROUNDS—The ground surface of the property is in oblong shape and contains about five acres.

It is bounded on two sides by macadamized streets and on two sides by railroads.

There is ample space in which to double the size of the plant if desired.

CHARACTER OF CONSTRUCTION—With the exception of the Shipping or Storage House, Barn, Cooper-Shop and Cottage, the entire plant is constructed of brick with stone foundations.

The floors of nearly all the various departments are also of brick or asphalt.

With the exception of the Furnace Room, the roofs are of modern sawtooth construction, which affords the best light for all kinds of work.

DRAINAGE, ETC.—A complete sewerage system connects with the Calumet river.

DIMENSIONS OF EACH DEPARTMENT—

Main Building, 80' x 130' x 20' H. Hip, iron roof 52' H.

Lehr Room, 64' x 130' x 14½' H. Glass and Gravel roof

Mould Room, 38' x 100' x 14½' H. " " " "

Office Room, 18' x 38' x 14½' H. " " " "

Engine Room, 25' x 38' x 15' H. " " " "

Boiler Room, 25' x 38' x 15' H. " " " "

Assembly Room, 60' x 40' x 14½' H. " " " "

Shipping Room, 60' x 40' x 14½' H. " " " "

Batch Room, 60' x 40' x 14½' H. " " " "

Mould Storage Room, 92' x 18' x 11½' H. Glass and

Gravel Roof.

Closed Alley Room, 24' x 42' x 11½' H., Glass and Gravel

Roof.

1½ Story Frame Residence.

Carpenter Shop (frame) 53½' x 18' x 15' H.

Storage Room " 80' x 32' 12½' H.

Barn, " 44' x 16' x 8' H.

BOILERS, ENGINE AND MACHINERY—There are two horizontal tubular boilers, each 30-H. P. in first-class condition, made by Steam Mfg. Co., Erie Pa.

There is a 35-H. P. high speed engine in first-class condition.

There are also pumps connecting with battery of wells and all accompanying appliances.

There is 1 Edison Generator, Style No. 6, including switch board and all appurtenances with wiring to same, furnished by Gregory Electric Co., Chicago.

The machine shop or mould making room contains lathes and such tools as are necessary to make up a complete equipment.

FURNACE ROOM—There is a twelve pot furnace in furnace room with ample space for the construction of another of larger dimensions.

There is also a day tank in furnace room.

LEHR ROOM—The lehrs are located on the broadside of the furnace room, and there is ample space for more than doubling their capacity.

GAS PRODUCERS—There are three gas producers in first-class condition, ample for present capacity of plant.

These as well as the furnace and all attachments are of the Dixon make and are up-to-date in every particular.

CUTTING OFF AND GRINDING ROOM—These departments are fitted up with superior modern appliances and every machine is in perfect order.

GENERAL EQUIPMENT—The plant throughout is equipped with a complete line of machinery and tools, including moulds and everything necessary to a first-class works.

By reason of conditions arising outside the glass manufacturing business this plant is placed upon the market.

For additional information, price, terms, etc., address

THE CHESTERTON BANK,
Chesterton, Indiana.

SITUATIONS WANTED.

CUT GLASS SALESMAN—Position desired as indoor or road salesman by young man thoroughly acquainted with cut glass business. Four years' experience. Can furnish excellent references. Address Box 449, this office.

HELP WANTED.

WANTED—Man capable of directing help, arranging displays and assisting in selling and buying for our china and housefurnishings department. A successful assistant in good-sized department will find this a good opportunity for advancement. State full particulars CHAS. B. SAX & Co., South Bend, Ind.

W. M. WHITNEY & CO., OF ALBANY, N. Y.,
REQUIRE THE SERVICES OF A BUYER
OF CROCKERY, GLASSWARE, BRIC-A-BRAC
AND SILVERWARE. APPLY BY LETTER,
STATING REFERENCE AND SALARY EXPECTED.

WANTED—By the D. H. Holmes Co., of New Orleans, a first-class man as buyer and manager of their crockery and housefurnishing department. Apply, stating experience, reference, etc., to their New York office, 20, 22 and 24 East Twentieth Street.

ACTIVE, energetic man wanted to take complete charge of cut glass factory. Would like him to take some stock in the concern, so that he would be interested beyond the salary consideration. Applicant need never have seen a piece of cut glass, so long as he possesses the other necessary qualities. Address Box 450, this office.

BUSINESS OPPORTUNITIES.

WANTED—Agency for California, Oregon and Washington, of a factory belonging to Glassware Association, making blown and pressed tumblers and stemware. Also factory making cheap grade pressed tableware, jellies, etc. Address MANUFACTURERS' AGENT, this office.

FRY CUT GLASS

Highest Honors at Lewis & Clark Exposition.

NEW SHAPES AND DESIGNS.

Cut Glass that went to the front with a rush. An order now will bring an order later.



4028. 9 1/2 in. Bowl, "Winner."

If Cut Glass can be made better, Fry Glass Co. will make it. **BUY IT.**

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

The A. L. Blackmer Co.
MANUFACTURERS OF
HIGH GRADE CUT GLASS
New Bedford, Mass.

AN ANNOUNCEMENT TO THE CUT GLASS BUYER.

New Bedford, Mass., January 31, 1907.

We take pleasure in announcing to you that our Mr. A. L. Blackmer will be at the Fifth Avenue Hotel, New York City, Room No. 12, for the month of February with a large line of Cut Glass Samples in absolutely new shapes and patterns.

These articles comprise some very elaborate and beautiful effects which have never before been brought out in Cut Glass, as well as a large line of popular-priced articles which will appeal to every seeker of an effective display at small cost.

We most respectfully solicit an inspection of our product before placing your orders for either immediate or future wants in the Cut Glass line.

Very truly,

The A. L. Blackmer Co.

The Home of Patented

Nearcut GLASS.

Nearcut means quality.

Nearcut means profit.



THE
CAMBRIDGE GLASS CO.

Cambridge, Ohio.

OUR STOCK PATTERNS IN TABLEWARE:

Marjorie, Dorothy,
Paul Revere,
Sunburst, Fernland.

We make Tumblers, Tableware,
Show Jars, Tobacco Jars, Cigar Jars,
Candy Jars, Cake Covers, Fish Globes,
Bar Glassware

SEND FOR CATALOGUES AND
ALL INFORMATION.

KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

THE WEDGWOOD
CHINA SERVICE PLATES

I now have on
view will am-
ply repay
your inspection Manufactured by Josiah
Wedgwood & Sons, Ltd., Etruria, England.
Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

PL
MOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is
something out of the ordinary, and a seller.
Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so
different from any we have previously made,
that those who have seen them say they seem to be
the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



Ready and On Exhibit.

An entirely new Austrian line of

CHINA FANCY TABLEWARE.

It is an original production from a newly-built factory, and exclusively our own.

The quality of china as well as the artistic treatment of the decorations, which are in large variety, will interest everyone buying imported china.

*Our complete lines of China,
Bric-a-Brac and Fancy Goods
are now ready.*

The STROBEL & WILKEN CO.,

591 Broadway, New York.

The Final Touches Being Applied.

Come in, any time now.

Before you have finished your critical examination the final touches will have been completed.

The show is on.

Such a splendrous array of China, Art Pottery, Fancy Glass, Clocks, Bronzes, Toys and Dolls for import has never before been collected under a single roof.

The early visitors have said so, and our own knowledge of ceramics and crystals assures us 'tis so.

We await your criticism.

Lawor & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.

For the Present,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES READY FEBRUARY 11.

MITCHELL, WOODBURY CO., Boston.



Kohinur Cut Glass Co.,

CUTTERS OF

“The Glass of Quality,”

Jermyn, Penna.

NEW LINE.

NEW SHAPES.

NEW CUTTINGS.

*See our new Combination Footed Punch Bowls and Electroliers.
Patents applied for.*

A. A. BEAN, 32 Park Place, New York.

THE ONLY ONE OF THE

Leading Brands of China

THAT IS NOT AND WILL NOT BE .

Sold by Catalogue Houses

BASSETT CHINA

ALL DEGREES

of comparison are self-evident in

➤ **POUYAT CHINA.** ➤

GOOD for all service.

BETTER than all others.

BEST in every respect.

THE new Pouyat shapes and decorations for the import season of 1907 have already been noted for the highest approval by leading buyers. You will endorse these favorable opinions when you see the line

PAROUTAUD & WATSON,

Sole Agents for America,

37 Murray St., New York.

JOHN DAVISON,

12 Barclay St.,

New York,

===== SOLE AGENT FOR =====

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

Japanese Crockery and Porcelains

... FOR ...

IMPORT.

DURING your visit to New York in February we shall be pleased to show you through our new IMPORT SAMPLE ROOM, where we have on display a most comprehensive line of samples of everything salable in JAPANESE CROCKERY and PORCELAINS, which we are selling on IMPORT ONLY.

A. A. VANTINE & CO.,

18-20-22 East Eighteenth St.,

===== New York.



E. W. DONATH

Fine Hand - Painted China

16 BURTON PLACE
CHICAGO, ILL.

I shall display an unusually large and attractive line of Hand-Painted China at the Bartholdi Hotel from February 10 to March 1.

Shape, Quality and Decoration are the points of superiority claimed for this line.

Yours respectfully,

J. A. DIRKSEN.



IMPORT 1907.

WE are pleased to announce that **OUR IMPORT DISPLAY** is now ready. The lines from our Factories at **LIMOGES and CARLSBAD** are more beautiful than ever and again contain a number of new and startling features.

We also call attention to our entirely new line of Fancy Goods from the old and well-known factory of **C. G. SCHIERHOLZ & SOHN, Plaue, Thuringia.**

These lines are controlled by us and cannot be found elsewhere.

CHARLES AHRENFELDT & SON

50, 52 and 54 Murray St., New York.



NEW YORK, JAN. 31, 1907.

THE CONDITION OF BUSINESS.

Quite a lot of buyers are in town, and every train brings more. The predictions for a big trade this season are being verified by the manner in which buyers are making their purchases. There is a snap and go about the way they take hold which indicates that they are here for business, and business only. It is universally remarked that the bills being made this year are all in excess of last season in every line. Shortage of stock everywhere, with an abundance of money in the hands of consumers, are signs which point to a tremendous business.

English goods are commanding the first attention of the big jobbers, who are beginning to arrive in numbers and are placing large orders. Added to those given in the fall, they make an imposing aggregate, and the English potters are jubilant over the prospects.

German goods come next in order of purchases. The sales are enormous, early as it is. There is likely to be a repetition of the difficulty in getting orders filled; so it is well to buy early.

French trade is keeping up splendidly, and no complaints are heard from any of the importers.

The lamp men with jobbing lines are taking big orders, and sales are far ahead of last season.

American pottery manufacturers are still piling

up orders on their files, and are getting the advanced price without any quibble. They are certainly in for a big trade this year.

The glass men are doing even better than last week, albeit they are still feeling the effects of their December sales.

The housefurnishing goods demand is as large as ever, and the manufacturers are loaded with orders.

Retail trade is seasonable, and goods are moving with a fair amount of activity.

The past week has been the best for business since the exposition opened. **Pittsburgh and Vicinity.** Several new patterns have been placed before the trade within the fortnight, and some nice orders have resulted. At the factories business is excellent—better than at this time a year ago—and good prices are being maintained.

Thorough satisfaction with the present **Trenton.** state of business seems to prevail throughout the pottery district. Orders are reputed to be more numerous and of larger proportions than during the first few weeks of 1906. One discordant note is heard with reference to a shortage in clay. It has been necessary for some manufac-

turers to borrow from one another because of the failure of shipments from the mines to reach them on time. Some complaint is heard, too, regarding delay in the transportation of wares from factory to merchant. But otherwise the situation seems to be unusually satisfactory.

There were fewer buyers visiting the pottery district the past week, but mail orders were very heavy. The work of the salesmen now on their trips is beginning to tell. A shortage of gas by reason of the mains being filled with water during the flood in the Ohio river has occasioned some annoyance to the manufacturers. A few kilns were lost on this account, but all other departments ran full.

IN THE HOUSEFURNISHING WORLD.

Fire recently destroyed the Oakfield, O., Basket Co.'s factory.

Kuh's Bazaar, Brooklyn, has been incorporated. Capital, \$30,000.

The Union Department Store opens on the west side in Cleveland, O., this week.

The Stamp Metal Co., Camden, N. J., has been incorporated. Capital, \$100,000.

The department store of Moses Levy, Minot, N. D., suffered a loss of \$3,000 by fire.

Pearson Bros.' Department store, Upper Montclair, N. J., has been incorporated. Capital, \$20,000.

A charter has been secured by the Reaves-Hamm Department Store, Montgomery, Ala., with \$25,000 capital.

A charter has been secured by the Pearson Bros. Department Store Co. Capital stock, \$20,000; registered office, Upper Montclair, N. J.

Chas. S. Brookhelm has been appointed receiver in bankruptcy for the assets of Ike Wollman, glassware, hardware and toy dealer, this city.

Oil City, Pa., investors have purchased the Howard Broom Co.'s plant in that city and will hereafter operate it. The new company has \$12,000 capital.

Extensive alterations and additions are being made to the Denholm & McKay Co.'s store, Worcester, Mass., and the former display space is expected to be increased fully fifty per cent.

Following the appointment of a receiver for the

People's Department Store Co., Rochester, N. Y., John R. Cavanaugh, former president of the concern, was arrested on a charge of larceny in the first degree. He is accused of having misappropriated \$20,000 of the company's funds.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of November, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain.....	\$202,825	\$247,773
Austria.....	99,565	106,815
France.....	157,687	153,656
Germany.....	485,244	501,573
Other Europe.....	36,591	29,665
Japan.....	136,113	166,817
Other Countries.....	6,598	16,134
Total.....	\$1 124,623	\$1 222,433

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1904	1905	1906
Great Britain...	\$2,787,798	\$2,468,217	\$2,835,667
Austria.....	830,443	891,569	939,139
France.....	1 688,090	1,671 028	1,824,615
Germany.....	4 470,075	4,816,049	4,848,168
Other Europe..	332,249	323,313	340,469
Japan.....	773,503	1 107,664	1,745,504
Other Countries	83,521	100,423	123,961
Total..	\$10,935,679	\$11,378,263	\$12,657,523

TOYS

	1905	1906
France.....	\$ 8,878	\$ 10,784
Germany.....	505,665	702,003
Other Europe....	14,012	27,114
Other Countries ..	18,277	27,498
Total....	\$541,862	\$767,399

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1904	1905	1906
France.....	\$ 172,100	\$ 133,995	\$ 162,754
Germany.....	4,295,340	4,845,334	5,704,973
Other Europe.....	157,674	166,256	237,775
Other Countries	111,057	115,837	198,134
Total	\$4,736,171	\$5,261,422	\$6,303,686

GLASSWARE.

NOVEMBER.		FOR ELEVEN MONTHS ENDING NOVEMBER.		
1905	1906	1904	1905	1906
\$257,199	\$272,697	\$2,714,446	\$2,873,286	\$3,006,299

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

- A S Gump, of S & G Gump, c, San Francisco.
- Wm Jnnor, c, Toronto, Canada.
- Geo G Peck, c, Newburg, N Y.
- Timothy Eaton Co, c, Toronto, Can.
- G L Adams, with Jos Horne Co, t, Pittsburgh, Cadil-lac.
- C B Baskette, with Bon Marche, hf, Los Angeles.
- A M Nordland, with Wm Donaldson & Co, hf, Min-neapolis Broztell.
- E L Chamberlain, with Emery, Bird, Thayer D G Co, s, Kansas City. Cumberland.
- W W Everett, with Woodward & Lothrop, hf, Wash-ington. Prince George.
- S Kandris, with Leo Adler & Co, Savannah. Marl-boro.
- J Loeb, of Loeb Bros, Mexico City. Ansonia
- D R McLean, of J McLean & Sons, t, York, Pa. Im-perial.
- C E Fisher, with W Donaldson & Co, s, Minneapolis.
- Chas D Pearson, of Pearson & Co, c, Indianapolis.
- Mr Longman, with John C Humes Crockery Co, c, Kansas City.
- G S Murphy, of Murphy D G Co, c, Sherman, Tex.
- J S Croll and W F Newberry, with F M Kirby & Co, hf, Wilkes Barre. Imperial.
- A F Pollack, c, York, Pa.
- John Friedall, c, Wheeling, W Va.
- H Harroun & Co, c, Mansfield, O
- Chas Hall, with Carson, Pirie, Scott & Co, c, Chicago.
- Woolson Spice Co, c, Toledo, O.
- England Bros, c, Pittsfield, Mass.
- Lougee-Robinson Co, c, Laconia, N H.
- Pitkin & Brooks, c, Chicago.
- W G Harris, c, Birmingham, Ala.
- Efroymsen & Wolf, c, Indianapolis.
- D M Guillserian, c, Petoskey, Mich.
- Spigel Bros, c, Spartansburg, S C.
- C O Miller, c, Stamford, Conn,
- S M Wilkes, c, Laurens, S C.

PENNSYLVANIA'S GAIN IN GLASS MANUFACTURE.

A REPORT recently issued by the Census Bureau on the manufacture of glass products in the United States for 1905 shows that about 400 establishments in twenty-one States are represented in its production with a total capital of \$89,389,151 and manufactured products to the value of \$79,607,998. These concerns employed 63,969 workmen, who were paid \$37,288,148 in wages, and consumed materials valued at \$26,145,-522.

Compared with the totals for this industry at the census of 1900, these figures represent an increase of 12.4 per cent in the number of establishments, 47.2 per cent in capital, 21.1 in wage workers, 56.3 per cent in cost of materials, and 40.8 per cent in value of products.

Pennsylvania took the lead in the manufacture of glass, with 34.8 per cent of the total value of pro-ducts; Indiana second, with 18.5 per cent; Ohio third, with 11.3; New Jersey fourth, with 8.1, and Illinois

fifth, with 7.1. The remaing sixteen States combined had products valued at only 26.2 per cent of the total.

Bottles and jars, manufactured to the value of \$33.631,063, were the most important products of the glass industry. Of this class beer, soda and mineral water bottles were manufactured at a value of \$7 927,-287; prescription vial and druggists' ware valued at \$6,638,508, and liquor bottles and flasks valued at \$5,-555,815. Second in importance was blown glass, with a value of \$21,956,158. Tableware was the most important of this class and was produced to the value of \$4,897,537. Plate glass was produced to the value of \$21,697,861.

THE PUBLIC SOON FORGETS.

VANITY is too frequently the lesetting sin of busi-ness-men. They labor under the delusion that if they advertize during the few busy months the pub-lic will keep them in mind for the remainder of the year. They overlook the fact that when the might-iest of earth pass away, people cease to talk or think of them after a week In order to be in the public mind one must keep his name or his business before the public. Advertising loses one-half of its efficacy when put out spasmodically.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Jan. 12, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan 12, '07	Correspond- ing period 1906
Boston	122	176	199	392
New York	128	99	237	122
Baltimore.	341	169	709	428
Philadelphia.....	69	2	95	27
New Orleans ..	119	....	365	
Newport News....	173	....	173	114
San Francisco.....	1	....	47	44
Portland (Me.)...	139	74	190	78
Galveston.....	3	....	8	19
Portland (Or.)...	....	....	20	25
Inland Points.....		218	84	338
Total...	1095	738	2122	1587

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Jan 12, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 12 '07	Correspond- ing period 1906
New York	110	116	177	240
Boston	122	176	174	511
Philadelphia....	69	2	70	2
Baltimore	341	169	573	486
San Francisco....	1	....	47	14
New Orleans	80	....	195	240
Portland (Me.)...	62	74	70	80
Galveston	1	....	1	....
Newport News....	173	....	173	....
Portland (Or.)....	....	....	20	25
Inland Points.....		227	26	885
Total....	959	764	1525	2433

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITEMORE & JAKES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK JAN. 31 1907

A LOST OPPORTUNITY.

BY their decision to abandon the suggested exhibit of domestic pottery at the Jamestown Exposition the manufacturing potters of this country have sacrificed another splendid opportunity to demonstrate the progress of their industry. It is a cause for genuine regret that they should have in this manner so completely repudiated the action of the convention at Washington early in December. On that occasion, it will be recalled, the recommendation of the Art and Design Committee relative to an exhibit at Jamestown was unanimously endorsed. So apparently enthusiastic were the manufacturers that the committee was encouraged to obtain an option on a prominent and desirable space located along the centre aisle of the Manufactures and Liberal Arts Building. The cost for this space was about \$600. Designs and estimates for glass-covered show-cases and fixtures, representing an expense of about \$900, were also secured. It was proposed, too, to expend about \$1,000 for the services of an attendant and appropriate matter advertising American pottery. This outlay would have been fully covered by the payment of \$100 by each of twenty-five exhibitors. Yet, despite the comparative inexpensiveness of the proposition, and the incalculable benefit that would, in all likelihood, have been derived, the manufacturers have not seen fit to give it their support.

No really extensive display of American pottery has been made in public since the World's Fair in Chicago. The exhibits at Washington during the past two years have been very pleasing, but they have not been large nor representative enough; and, furthermore, public interest was not sufficiently attracted to them in the daily newspapers. The Jamestown project, therefore, seemed to offer a means for the demonstration of the industry's advancement in quality and artistic merit on this side of the water that should not have been ignored. The mere display of wares was not the only purpose of the exhibit. It was intended to have as attendant a gentleman thoroughly acquainted with the business who would answer all questions and also volunteer information to interested visitors on his own account. He was not expected to solicit orders, but was merely to explain away the prejudices of many people who believe that no really meritorious wares are being produced in this country.

That such prejudices exist is an admitted fact. If there are any manufacturers unacquainted with this condition they should consult their salesmen or any convenient merchant. True, the American stamp on pottery is not now accepted so generally as a mark of inferiority as it was in former years; but the sentiment on this point has not been entirely eradicated. An exhibit from, say, twenty-five factories, each represented by from a dozen to twenty pieces, would have been a revelation to not only those holding such opinions, but likewise to those who pride themselves upon being familiar with the present standard of American-made goods.

PERSONAL.

NO other guest at the recent dinner in Pittsburgh of the Western Glass and Pottery Association experienced as much difficulty in reaching the banquet-hall as Harry W. Smith, of East Liverpool. While preparing to leave Cincinnati for Pittsburgh on the day of the event he was chagrined to learn that the floods had so damaged the roadbed that it was impossible to make the journey by direct route. Quite undaunted, Mr. Smith dug up his time tables and finally figured it out that by proceeding from Cincinnati to Washington and then from the national capital to Pittsburgh he would arrive in time for the oysters, at least. But they hadn't yet made their appearance when Mr. Smith, tired but happy, strode into the banquet-hall.



Jerome Jones, of the Jones, McDuffee & Stratton Co., has just been honored by the Boston Merchants' Association, the members of which have elected him their president. The importance of this tribute to Mr. Jones can be fully appreciated only by those

familiar with the character and influence of the Merchants' Association. No other body of men has ever accomplished more for its city than this organization has done for Boston.



Geo. S. Brush spent a couple of days in town last week on business pertaining to the Brush Pottery Co., Zanesville, O., in which he is the moving spirit. This is a new concern, having been engaged in manufacture only a few weeks. It occupies the old factory of the Union Pottery Co., and, like that concern, produces stoneware.



H. N. Herber has just closed a week's engagement at the South Hotel in St. Louis with Ignaz Strauss & Co.'s line of Japanese porcelains.



J. Lee Richards is due in New York early next week to make selections for the Louisville, Ky., houses of J. Bacon & Sons and the Stewart Dry Goods Co. Mr. Richards has installed a ten-cent department in J. Bacon & Sons' store, where he has for some time been buyer of china, toys and housefurnishings.



Walter G. Minnemeyer, with the Dugan Glass Co., was in town last Friday and Saturday, returning to Pittsburgh in time to resume the display of the Dugan line on Monday.



Richard Briggs, of Boston, was in the city for a day or two last week.



H. L. Jenness, of Jenness & McCurdy, arrived in town according to schedule, and is being welcomed by his friends in the trade.



Chas. D. Pearson, of Indianapolis, always a welcome visitor to New York, is buying in the market.



N. L. Clark has been engaged as C. D. Keene's successor in the management of the D. H. Holmes Co.'s china department in New Orleans. Mr. Clark leaves for the South next Saturday. He was formerly a member of the firm of Hamilton & Clark, Pittsburgh, from which he retired several months ago because of ill-health.



The trade at large will be glad to learn that W. A. McBurney is back with Bawo & Dotter, where he will receive visitors at the door. Mr. McBurney formerly spent many years of his life with this firm, but has of late been engaged in other directions. His return to the trade will be welcomed by a large circle of friends.



Announcement is made of Robert H. Yarwood's resignation as buyer of china and housefurnishings for the Simpson-Crawford Co., this city. The aband-

onment by this house of its housefurnishing department is primarily responsible for Mr. Yarwood's retirement. A. J. Schinagl, who became Mr. Yarwood's assistant a few months ago, has been selected as his successor.



L. W. Kimball, general manager of the Wayne Cut Glass Co., has been here for several days on a business mission.



Elmer I. Hughes is registered this week at Young's Hotel in Boston with a complete line of samples from the Ceramic Importing Co. After a thorough tour of New England he is to head for the West.



Armand Kupper, with Chas. Ahrenfeldt & Son, is making his annual visit to the United States. He arrived last Saturday on La Lorraine. Mr. Kupper is located at the Ahrenfeldt factory in Limoges.



Henry Cronmeyer has gone on a three and a half months' trip to the Pacific Coast in the interests of Bawo & Dotter with full lines of import samples.



W. S. George is to open the annual exhibit of the East Palestine Pottery Co. at the Astor House, this city, rooms 226 and 228, from February 7th to 20th.



W. V. Higgins reaches the Hotel Bartholdi, this city, about the middle of next week with the Buffalo Pottery Co.'s line. He is to remain here ten days.



A. Halpin, who arrived in New York several days ago, is W. H. Gadd's successor as buyer of housefurnishings for the Pettis Dry Goods Co., Indianapolis, Ind.



C. B. Baskettee has been engaged as housefurnishings buyer for the new Bon Marche department store in Los Angeles, Cal. He is at present in New York making selections.



Albert W. Naylor has resigned his position as art director for Johnson Bros., Hanley, England, in order to engage with Thos. Hulme, manufacturer of decalcomanie sheets and potters' materials in the same English city. Mr. Naylor will be here in his new capacity next week, having booked passage on the Lucania, which sailed from Liverpool on Jan. 26. It is Mr. Naylor's intention to spend a few days in New York before going to Trenton and the West.



Eggs have a peculiar charm for Leonard Stock. It may be remembered that some years ago he and Louis Daurenheim had a mix-up with some farmers on Long Island over a matter of four eggs. A justice

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of the peace was called in as arbitrator, with the result that each of the boys paid \$1.25 apiece for the eggs. Leonard has a trick egg now which he is showing, and interested parties may have the thing explained for considerably less than \$1.25. Just ask him about it.



Emil Fleer has been engaged by Geo. F. Bassett & Co. to look after their import lines of French, German and Austrian goods



W. S. Gump, San Francisco, will sail for Europe on the Teutonic Feb. 6. E. Newell, buyer of oriental goods for the house, will leave for Japan Feb. 21.



A. A. Bean has returned to his desk in the local salesroom of the Mitchell, Woodbury Co. after having been prostrated for several days in Philadelphia with the grip.



C. D. Keene reached here from New Orleans a few days ago. Since severing his relationship with the D. H. Holmes Co. Mr. Keene has been enjoying something of a vacation. He proposes to get back into harness very shortly, and it is understood that this time he will become a salesman for some house in the trade.



Benj. J. Levy, examiner of glass in the office of the Appraiser of Merchandise of the Port of New York, was last Friday suspended from duty under charges by Appraiser Fowler. Mr. Levy has held the position since 1870, his record in point of length of service probably eclipsing that of any other examiner in the Government's employ. His position pays \$2,500 a year.



A. Paillard, of Bawo & Dotter's Limoges factory, arrived in New York this week on his usual visit.

NO EXHIBIT AT JAMESTOWN.

NO exhibit of American-made pottery is to be made in conjunction with the Jamestown Exposition, after all. The unexpected indifference of most of the manufacturers to the plan has prompted I. B. Pope, chairman of the Art and Design Committee of the United States Potters' Association, to advise its abandonment. A few weeks ago a circular letter was sent to all of the pottery manufacturers in the United States, outlining the character, purpose and expense of the proposed exhibit. But ten replies were received, and nine of this number expressed their unwillingness to participate. This, too, in spite of the fact that prior to the issuance of the circulars the signatures of thirteen manufacturers had been placed to an agreement favoring the exhibit. One reason advanced for the lack of interest in the scheme on the part of

the Western manufacturers is the fact that the Ohio State University is inviting all of the Ohio potters to exhibit under its auspices without any expense attached. Had they concluded to display their products at Jamestown it would have represented an expenditure of \$100 by each firm.

WHEN THEY BADE HIM GOODBYE.

A COPY of the January issue of "The Cherry Circle," a monthly publication devoted to the interests of the Chicago Athletic Association, contains an extensive report of the recent *au revoir* dinner tendered to Albert E. Snow, who is now general manager of the Plume & Atwood Mfg. Co.'s New York office. The toasts responded to were in the form of "A Biographical Sketch of Cousin Albert, from the Cradle to New York." The speakers expressed their impressions of Mr. Snow as "a beautiful child," "an onerous kid," "a gilded youth," "a fisherman," "a theatrical man," "a dead game sport," "a Redman," "a promoter," "a Puritan" and "a Prohibitionist." The following verses in his honor were sung to the tune of "Mr. Dooley:"

Oh, Albert's going to leave us, and we all are broken up;
Our tears are falling thick and fast—they'd fill a loving cup.
But ere he leaves the city we want for him to know
He's left his tracks upon our hearts like footprints in the snow.

Oh, "Cousin Albert!" oh, "Cousin Albert!"
It breaks our hearts to think you've got to go.
But please remember, winter and summer,
You will always be to us our Beautiful Snow.

The "Massachusetts table" will be lonesome when you're gone;
We all will stare at the vacant chair you filled each day at one.
The chef will have to scratch his head to think of something
rare
To take the place of snow pudding upon the bill of fare.

Now, Albert dear, you'll think it queer we sing this tommyrot,
When all around this table know you're "Johnny on the Spot,"
But one thing please remember, after all this fun and noise,
The dearest friends you have are in Chicago, Illinois.

WESTERN SYNDICATE FAILS.

AN assignment has been made by the Pacific Syndicate Stores Co., which came into existence only a few months ago with a plan to control a chain of fifty 5, 10 and 15 cent stores along the Pacific Slope. In assigning, the company selected a trustee who is unsatisfactory to the California creditors, and the latter have retaliated by urging the co-operation of the numerous Eastern creditors in the choice of a more agreeable occupant of that important office.

This failure will come as a genuine surprise to most people in the trade. Incorporated with a capital stock of \$500,000, the company's board of directors contained such eminent personages as Hon. Truman Reeves, State Treasurer of California; Col. J. B. Fuller, Government Pension Commissioner at San

Pertaining to. China, Crochery, Glass, etc. for the week ending
January 29, 1907.

5	packages glassware.....	L Straus & Sons
18	" "	A Steinhardt & Bro
4	" "	Geo Borgfeldt & Co
162	" "	Miscellaneous Orders
18	" earthenware.....	Karl Hutter
4	" "	G F Bassett & Co
58	" "	Geo Borgfeldt & Co
21	" "	L Straus & Sons
42	" "	Strobel & Wilken Co
21	" "	Miscellaneous Orders
84	" toys.....	L H Mace & Co
142	" "	Geo Borgfeldt & Co
2	" "	Bawo & Dotter
11	" "	Hamburger & Co
19	" "	F A O Schwartz
90	" "	Strobel & Wilken Co
47	" "	Miscellaneous Orders

68	packages glassware	Fensterer & Ruhe
91	" "	Brown Bros
26	" chinaware	Christian Scherfig
171	" earthenware	Geo Borgfeldt & Co
26	" "	Christian Scherfig
12	" "	J H Venon
1	" "	Knauth, Nachod & Kuhne
29	" "	Miscellaneous Orders

27 packages china ware.....F P Abbot

36 packages glassware Geo Borgfeldt & Co
35 " " E Rorke

4	packages chinaware.....	Ceramic Importing Co
86	" "	Fonderville & Van Iderstine
1	" "	Miscellaneous Orders

12	packages chinaware	Endemann & Churchill
28	“	F P Abbot
1	“ earthenware.....	The Rowland & Marsellus Co
24	“	E Boote
4	“	Bawo & Dotter
6	“	J Davison
7	“	Meakin & Ridgway
15	“	Maddock & Miller
14	“	J Wygand & Co
4	“	Miscellaneous Orders

117	packages earthenware	Bawo & Dotter
20	" "	L D Bloch & Co
8	" "	Strobel & Wilken Co
179	" "	Miscellaneous Orders
16	" toys	F A O Schwartz
16	" "	Strobel & Wilken Co
65	" "	Miscellaneous Orders

78	packages glassware.....	Fensterer & Ruhe
13	"	L D Bloch & Co
2	"	G F Bassett & Co
20	"	Eimer & Amend
1	"	Hamburger & Co
39	"	Kmy-Schee er Co
5	"	Knauth, Nachod & Kuhne
15	"	F Bing & Co
22	"	L Straus & Sons
1	"	N Wapler
1	"	C Ahrenfeldt & Son
100	"	F Euler & Co
8	"	Fondeville & Van Iderstine
304	"	O O Friedlander
308	"	W R Noe
31	"	Strobel & Wilken Co
209	"	Miscellaneous Orders
680	earthenware.....	Geo Borgfeldt & Co
18	"	Chas Ahrenfeldt & Son
93	"	L D Bloch & Co
229	"	Bawo & Dotter
9	"	G F Bassett & Co
28	"	Eimer & Amend
1	"	O Goetz
10	"	Hamburger & Co
4	"	Koscherak Bros
21	"	Julius Palme
135	"	L Straus & Sons
80	"	Samstag & Hilder Bros
1	"	F Bing & Co
9	"	B Illfelder & Co
2	"	M Kirschberger
10	"	Knauth, Nachod & Kuhne
83	"	J Wygand & Co
90	"	F W Woolworth
48	"	Strobel & Wilken Co
\$28	"	Miscellaneous Orders
126	toys.....	Samstag & Hilder Bros
108	"	Strobel & Wilken Co
258	"	Miscellaneous Orders
6	harmonicas.....	Strobel & Wilken Co

70 packages chinaware W L Briggs

35	packages earthenware.....	Jones, McDuffee & Stratton Co
8	"	Stone & Downer
42	"	R F Downing & Co
5	"	W N Proctor & Co
3	"	Chas Emerson & Co
5	"	L E Knatt Apparatus Co
75	"	L Wolf & Co
71	"	B D Webber
2	"	Harvard College
385	"	First National Bank
48	"	Boston and Maine Railroad
71	"	C J Pierce & Co
177	"	Geo Borgfeldt & Co
1	"	Bawo & Dotter
121	"	Miscellaneous Orders

89	packages earthenware.....	Jones, McDuffee & Stratton Co
21	" "	L Wolf & Co
68	" "	Geo Borgfeldt & Co
2	" "	American Express Co
8	" "	Miscellaneous Orders

77 packages earthenware	Geo Borgfeldt & Co
178 " " "	C J Pierce & Co

55 packages earthenware Downing's American Despatch

8 packages earthenware..... Jones, McDuffee & Stratton Co



A LARGER number of buyers are in the market than usual so early in the season, and there is animation in all the warerooms. While all the samples are not yet displayed, the exhibits are so nearly complete that they are virtually ready. Another week will see everything in perfect order.

The display of French china at Ahrenfeldt's is remarkable in many respects. Even the lowest priced wares show that much thought was exercised before the patterns were decided upon. There are many of these, ranging from simple borders to graceful sprays. As the value increases the elaboration becomes more evident, and there are many dinner sets which will please the most fastidious. Going still higher, a line of gold-encrusted, highly-decorated ware includes a new plain oval shape called the Trianon, admirably adapted to display the beautiful ornamentation. A series of intertwined wreaths in soft and pretty designs form an exceedingly attractive decoration. The line of fancy plates is great. The raised paste gold and color and all gold designs are as rich and elaborate as anything the house has ever brought out.

Geo. F. Bassett & Co. have completed the renovating of their warerooms and now have their English stock patterns all displayed. By the end of the week they will have everything in order ready for buying.

L. D. Bloch & Co. are opening goods for their new department. An advance view shows a large line of French, Berlin and Vienna bronzes, marble statuary and brass and copper goods. An entire floor is devoted to this display, and a fine showing is made of some of the most attractive goods of this character that one needs to see. This is another of the forward steps which this progressive house is constantly making.

Bawo & Dotter have their display all ready now, and many visitors have already placed their orders. The lines are more extensive than ever, and the doll

and toy end is attracting much attention, not only for its extent and variety, but for the quality of the goods. They have many specialties in this direction not to be found elsewhere.

Edw. Butler is showing a good line of Foley china in tea ware and novelties. This is a fine quality of English bone ware, and the designs are extremely pretty and unique. There is one in green showing a small border with indentations, a little bit on the Mission style, that is particularly attractive.

Ferdinand Bing & Co.'s Successors have been making considerable changes in their warerooms. The office floor, which heretofore has been divided into small rooms, is now cleared of the partitions and filled with the largest and most elaborate line of bronzes, electroliers, etc., that has ever been shown in this market. The fourth floor has also been rearranged and now has three rooms, showing respectively Vienna vases, high grade bronzes, marble statuary and porcelain paintings. The selections in all the lines are exquisite.

A host of fresh decorative conceptions is included in the sample exhibit from the factory of Comte d'Artois, now prepared for the approval of buyers in the Ceramic Importing Co's quarters. The line is conspicuous not only for the originality of the designs, but likewise for their wide variety. The bluet, or corn-flower, is employed to excellent advantage in several different styles. Especially pretty is its combination with pink roses in an all-over effect. The white and gold designs are much more numerous and varied than those of last year, and this same improvement is noted in the fruit, floral, fish and game studies that ornament the fancy plates.

A novel decoration in the Aynsley china collection at Jas. Douglass's showrooms is likely to interest more particularly persons connected with bridge and progressive whist clubs. The design consists of clubs, spades, hearts and diamonds. Each of these

suits bears an initial letter which, when positioned together on the china piece, spell "Good Luck." Ice cream and berry sets in bone china, which are almost as light as the proverbial wafer and decorated in rare good taste, also appear in this line. The Aynsley display of white china for decorating and the heavier pieces for hotel use are likewise conspicuously displayed. Mr. Douglass is also showing some splendid things from his Bretby factory. Among them are jewelled, imitation wood with bronze trimmings, and bamboo effects in vases, jardinières, pedestals, ash trays, card receivers, etc. From the pottery of A. G. Harley Jones are exhibited clock sets, jardinières, urns and vases in various styles both as regards shapes and decorations.

Hamburger & Co. have their lines fairly well displayed and will show more new things in china than ever before, while their display of dolls and toys is extraordinarily comprehensive. Among some of their specialties in the latter are horses, wagons, and, more particularly, a Buster Brown dog which will be a rival of the Teddy bear. All the postures of which this famous animal is capable can be assumed by the dog, and it will undoubtedly prove a seller.

A fourteen-inch punch bowl is one of the most recent acquisitions to the Yutec tableware service from the McKee-Jeannette Glass Works. The Martec line has also been reinforced by a gold treatment that shows up nicely.

J. Rigoni, the head and front of La Porcelaine Limousine, formerly M. Redon, arrived in New York last week for his annual visit to America. The line is shown by Alfred G. Moment, and is distinguished by entirely new decorations, much finer than and entirely different from anything they have previously produced. Special attention is called to their new Juliette shape, which is quite out of the ordinary and has made a hit already.

Among the samples from the Ohio Flint Glass Co. which Theo. Frankel has opened at 25 West Broadway is the set with square handles. This treatment of a handle in pressed glass is attracting the attention of glass men all over the country. It is the most remarkable thing that has been done in years, and the company deserve the recognition they are receiving at the hands of buyers.

Robt. Slimmon & Co. are showing Bourne & Leigh's new Imperial shape with a floral pattern in flow blue, flow green, still colors, illuminated and gold lines. It is a neat and attractive pattern which will appeal to refined people of moderate means.

A footed low comport, with saucer, is a new item that appears in the "Lucere" tableware service from the Fostoria Glass Co. It is intended as a receptacle

for crushed ice, watercress, etc. The "Lucere" pattern consists of a hollow flute with a crimped edge. It possesses some of the characteristics of a colonial design, but the contrast is quite sufficient to give it a character of newness. The shapes likewise differ from former creations by the Fostoria.

The Plume & Atwood M'fg Co. have moved from their old store on Murray street, where they have been so many years, to 279 Broadway, where they have taken the entire third floor of the Brill Building. The floor has been fitted up at a large expense, and the electrical lighting devices are extremely elaborate. The new location just borders the crockery district.

H. E. Patriarche has opened for the Rochester Tumbler Works a lot of samples of stemware that are going to command a great deal of attention. The whiteness of the glass is almost dazzling, and the ware is such a remarkable advance over anything that even this famous company has produced that buyers are not slow in expressing their admiration. The line is optic in character, with three deep plate etchings and two needle-etched designs.

J. H. Venon's beautiful warerooms are all in order now, and he is showing many handsome things in French, Russian and Swedish china. His line of fancy plates in French goods is particularly attractive. There are many original ideas, one of the most noticeable being a design in which a basket with fruits falling from it is as attractive as anything in the display, not only for the oddity of the conceit, but the quality of workmanship and color.

The Strobel & Wilken Co. will be stronger than ever this year in tableware lines, both sets and open stock. They have secured the exclusive use of certain patterns which are extremely pretty and admirably suited to the wants of this market.

The main floor of A. A. Vantine & Co's wholesale wareroom in Eighteenth street is given over entirely to the display of Japanese porcelains. This old-established house needs no introduction to buyers.

Kennard L. Wedgwood is making a magnificent display of fancy plates at 25 West Broadway. The lavish use of gold, both encrusted and flat, together with the beautiful colors, render the exhibit remarkable. Among the numerous excellent patterns a mazarine blue border with steel blue panels and jewel effects stands out prominently. There are over 250 different designs in this great array, ranging in price from \$40 down. He has also some very pretty fish and game sets, and a variety of other attractive things well worth seeing.

HALF A CENTURY IN BUSINESS.

LAST Monday ended the fiftieth year of James S. Robertson's business life, and in commemoration of the event a number of his associates in the trade presented him with a loving cup at a luncheon in his honor at the Hardware Club. Gathered around the board were W. L. Briggs, W. S. Pitcairn, John Davison, James Davison, Henry Witte, Frank P. Abbot, Edgar W. Abbot, Robt. Slimmon, Ed Butler, Oscar Kopel, M. O. Doering, John J. Miller, Geo. B. Jones,

and reliable salesmen in the trade; and he would have been in the millionaire class to-day had he longer claws and hogged more. What James lacks in pecuniary holdings he makes up in honorable record. I wish I could be with you. Sincerely yours,

JEROME JONES.

Mr. Pitcairn said that much of Mr. Robertson's success in life resulted from the fact that he had started with good principles. It was a trait inherent in the Scot. and Mr. Robertson had not belied his early training.

James Davison stated that he had known Mr. Robertson for more than forty years, and in all that



JAMES S. ROBERTSON.

E. F. Anderson, Chas. H. Woodbury, and G. M. Jaques

When coffee and cigars were reached, after one of the dainty repasts for which the club is noted, Mr. Briggs said that it had been necessary to keep the affair a little quiet, as had the word been passed pretty nearly the whole trade would have been there, so well and favorably was he known. He then read the following letter from Jerome Jones to Mr. Pitcairn:

Your favor of the 23d touches a tender chord. Back in the fifties, when Robertson and I were laying the foundations of the millions of Sam'l Pierce and Ottis Norcross, our capital in trade was a second-hand suit of clothes for each. Robertson was born honest, liked work, and grew to be one of the most intelligent

time had never heard a word against him in all the trade. It was just the same in his social life. He was always the same kindly, genial gentleman, and held the respect of all who knew him.

M. C. Doering said he was pleased to be classed as a friend of Mr. Robertson. His acquaintance with him began about fifteen years ago on a train which brought them from the wilds of New Jersey, where he had just settled. "His friends in Cranford, where we both live," continued the speaker, "will be pleased to know of this gathering in his honor. He stands high there in social life, and they and I hope he will live many years longer."

E. F. Anderson said: "We cannot say of Mr. Robertson what was once remarked of a certain states-

man—"We love him for the enemies he has made"—for he has none. His fifty years in business life are an example to all." He concluded by congratulating Mr. Robertson, and hoped that all present might have as clean a record.

Frank P. Abbot was glad to claim friendship with Mr. Robertson. He had known him since 1870, when they had an office together—Mr. Robertson being the employer and the speaker the employee. Later he had known him in his social life, and he could say that in business and out of it there was no name more revered, and no one in whom there was more confidence than in Jas. S. Robertson.

Henry Witte said that he could endorse all that had been said. In the years that he had known him—and they were many—he had never heard anything but good of the man.

Mr. Jones said he first met Mr. Robertson in Boston thirty five years ago. As an errand boy for Clark, Adam & Clark he had frequent occasion to go to Pierce's, and he remembered distinctly the first time Mr. Robertson spoke to him. He had never heard the Scotch burr before, and it fascinated him. The friendship then formed had never been broken. He then spoke of the difference between the honorable record of Mr. Robertson and that of others whose selfishness had brushed aside conscience for the sake of gain.

Robt. Slimmon said he, too, was a Scot, but had been in this country so long that he had lost the burr on his tongue. He was glad as a clansman to meet with others and honor a man whom he had known for twenty-five years, and concerning whom he had never heard an unkind word. He said that he often had occasion to consult with Mr. Robertson, and on days when he was perplexed and worried a little talk with and advice from his neighbor always benefitted him.

John J. Miller said that aside from the fact that they were there to do honor to a noble member of the trade he thought such little gatherings were conducive to good, and he invited all present to meet with him on his fiftieth anniversary in 1932, when he would warm the cockles of their hearts.

Ed. Butler, Oscar Kopel, John Davison, Edgar Abbot and C. H. Woodbury all spoke in a similar strain, after which Mr. Pitcairn in a few impressive words presented Mr. Robertson with a handsome solid silver loving cup bearing an appropriate inscription and the dates 1857-1907.

Mr. Robertson rose and after thanking the gentlemen present for their kindness told of various experiences in his early life, and spoke of the differences in the methods of doing business then and now. He was born in Perthshire, Scotland, in 1833, and came to this country in 1856. On leaving, his mother's last admonition was: "Be truthful and honest, and God will take care of you." "With this a guide," said he, "and my wife for a counsellor, I have endeavored to live up to my early teachings." After some pretty rough experiences in Boston he entered the employ of

S. B. Pierce at six dollars a week, leaving that city in 1868 to come to New York.

At the conclusion of his remarks the cup was filled with champagne and circulated around the table, hands were heartily shaken, and the little company dispersed with the feeling that the record of the man whom they had met to honor constituted a standard which it behooved them all to follow.

BUSINESS BRIEFS.

Ground has been broken in El Reno, Okla., for the proposed new pottery.

A china department is about to be opened by P. G. Diener, jeweler and optician, Harrisburg, Pa.

The Jamaica, N. Y., Art Porcelain and Pottery Co. has been incorporated with a capital of \$2,500.

The Kentucky-Tennessee Clay Mining Co., Kittery, Me. has been chartered with \$500,000 capital.

The East Side Metal Spinning Co., this city, has been incorporated to manufacture gas and electric fixtures. Capital, \$75,000.

Fire broke out in Hamilton & Clark's china establishment, Pittsburgh, last Friday, but was extinguished before more than \$250 damage had been caused.

Creditors of Webber Bros., dealers in crockery, etc., Waterville, Me, have taken possession of their store. The firm's debts are set at \$8,000 and the assets at probably one-half that amount.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N. Y.



Among the Potteries

Conforming to the custom established a year ago, the Trenton Potteries Co. has just distributed another purse of \$1,000 among those employees who submitted 107 of the most practical suggestions during 1906. These suggestions are intended to make possible the improvement of various departments in the several plants of the concern, applying to every detail in the system, from the clay-cellar up to the president's office. The cash prizes were awarded at a complimentary entertainment tendered by the company to the employees and their friends in Association Hall last Thursday evening. The talent which provided the entertainment, even to the orchestra, consisted wholly of employees of the company. It was a highly delightful occasion, and no feature was more thoroughly appreciated than were the addresses by President A. K. Bayne, General Manager John A. Campbell, Vice-President Wm. S. Hancock and Superintendent A. K. Young.

* *

The plant of the defunct American Lamp and Brass Co. has been purchased by the Riverside Co., of Philadelphia, for \$28,060.10. The sale was closed on January 9, but the transfer from the receiver's hands did not occur until a few days ago.

* *

Wm. Kelley, the man from Chicago, has partially recovered from a catch-as-catch-can wrestling combat with that prevalent malady, the grip. He was away from the General M'f'g and Supply Co.'s factory all last week because of it.

* *

Arthur Poole, art director of the Cook Pottery Co., has acquired the dignity of a father-in-law's title. His daughter Marion was wedded last week to Henry Kerr, a local pharmacist. Son-in-law Kerr need have no fear that he has come into possession of that Nemesis of the average bridegroom—a stern parent. Nature was exceedingly liberal when it endowed Mr. Poole with a disposition.

* *

Suit has been commenced in the Court of Chancery

by the Ironsides Pottery Co., of White Hill, near here, against the Globe Pottery Co., of this city, to compel the specific performance of an agreement to purchase the Ironsides plant.

* *

Incorporation papers were filed here recently by the National Clay Products Co., dealers in tile, etc. Capital, \$50,000.

* *

The potters here claim that coal will be used almost exclusively for fuel within the next three months.

Ten more kilns in the district were put on coal during the gas shortage of last week. Among the other annoyances that have developed recently is a lack of straw. Receipts are down almost to nothing.

* *

The East Liverpool Potteries Co., having disposed of what was formerly known as the Globe Pottery Co., will continue in business under its original firm name, operating the United States Pottery Co. at Wellsville. The company is working to its fullest capacity, and contemplates adding several new kilns. The office force remains the same, and the general sales manager, Edward A. Unger, continues the New York showroom at 76 Park Place.

* *

A new company with a capital stock of \$100,000 has been formed by Noah A. Frederick, Fred B. Lawrence, Josiah T. Herbert, Edward J. Owen and Mentor Shenkle to operate the Globe pottery. The company will meet for the purpose of organization soon. At present Mr. Frederick is in charge of the office.

* *

Joshua Poole, of the Homer Laughlin China Co., has just introduced Cornish clay into the district. It is said to be the first time this product has been used in the Western plants.

* *

Southern clay mine owners who have large orders to fill in this city have advised manufacturers that promises of cars have been made by the railroads at

an early date. In one instance two cars of clay ordered from a Southern mine last November have not yet been shipped.

* *

It is announced that the Newell Pottery Co. propose to operate the plant to its capacity as soon as capable workmen can be obtained to fill all positions. Nearly four hundred people are now employed, but this is to be increased to a thousand or more. White ware is now being produced exclusively, the decorating kilns not yet being completed.

✕

Five years ago J. Wilson Beight East Palestine, worked as assistant to the warehouse foreman at the East Palestine Pottery Co's plant for \$2 a day. Then he went to Los Angeles, Cal., and accepted a position as foreman in the street railway service. Word came a few days ago that the company at its recent annual meeting had elected him assistant superintendent of the system. His salary now is \$3,000 a year.

* *

The following officers have been elected by the directors of the Ohio China Co.: president, C. A. Lentz; vice-president, L. D. Overlander; secretary, D. H. McIntosh; treasurer, R. F. Taggart; general manager, O. C. Walker. As an indication of the amount of business transacted last year it is said that the payrolls totaled \$260,000, or about \$22,000 a month.

The plant of the Columbus Pottery Co. will be sold at auction February 12. It is believed that just as soon as the sale is complete the factory will be put into operation. The sale is to be made by order of the referee.

✕

John S. McNutt, of Salem, O., has Salineville, O. been appointed trustee of the bankrupt Dresden China Co. Eighty claims were proven and allowed at a recent meeting of the creditors.

BOTH GOOD.

"THERE is comfort in the glow of a lamp," is the subject of the illustration that accompanies the 1907 calendar from the Fostoria Glass Co. The lamp shown in the picture, by the way, is one of the fringed shade specimens from the Fostoria's own factory, and illuminates with particular clearness the form of a pleasant-faced young woman occupied in the perfection of a piece of fancy work. We are too gallant to give all the credit for beauty to the lamp. Nature has been exceedingly kind in that respect to the young lady as well. But we can safely say that the Fostoria folk used good judgment in the selection of both.



IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.



Pittsburgh and Vicinity. The closing days of the glass exhibit bring a sigh of relief to those who maintain that business has not been what it should. However, there are many exhibitors who assert that the season has been a most successful one. The firms which have shown new patterns have done a very good business; but the countenances of those who have relied in the main on old stocks are not wreathed in smiles.

A lamp salesman now in the city showed his line seven times and made six large sales in one day. This is said to be a record.

Eighteen of the largest buyers in the country had failed to register here up to the first of the week. These men have heretofore been most prompt in arriving.

Eight new lines are exhibited at the showrooms of the United States Glass Co. and all are selling well. Six handsome decorations are shown, together with many new assortments, both plain and decorated.

B. W. Jacobs, of the Ohio Flint Glass Co., has been advised that a patent will be issued February 5 for the square handles applied to the "Chippendale" line.

The annual election of officers for the American Association of Flint and Lime Glass Manufacturers will be held February 12. The re election of John Kunzler as secretary is assured.

Suit has been entered by Albert C. Dithridge and H. C. Tuttle to recover \$3,000 from the National Glass Co. for the use of a grinding machine. It is alleged that the machine was set up in one of the company's factories, but that no payment was made.

The following buyers have been here since last issue: Mr. McMann, of McMann & Broadfield Toronto; A. H. Bryant, with Missouri Glass Co., St. Louis; Edward Koch, with Regnier, Shoup & Co., St. Joseph; J. Patterson, with George C. Cook Co., St. Joseph; William Kite, of Kite Brothers, Cincinnati; A. H. McAnulty, with Hollweg & Reese, Indianapolis; Mr. Woodbury and Mr. Caro for Mitchell, Woodbury

Co., Boston; W. E. Gilmore, with Hale Bros., San Francisco; S. G. Seager, for the Syndicate Stores, Hazleton, Pa.; Mr. Swartz, with Columbus, O., Merchandise Co.; William Westerman, of Westerman China and Glass Co., St. Louis; P. A. Lauman, with Hulmes Crockery Co., Kansas City; Frederick Johnston, with Webb, Freyschlag & Co., Kansas City; Mr. Casey, with McDonald Brothers, Minneapolis; Mr. Crane, of Lampton, Crane & Ramey, Louisville; Mr. Porter, of Porter & Sons, Winnipeg, Can.; Charles Lang, with Kinney & Levan, Cleveland; Mr. Daudt, of Daudt Glass and Crockery Co., Toledo; Mr. Saville, with Zion Co-Operative Co., Salt Lake City; Mr. Kresge, of Kresge & Wilson, Detroit; Mr. Robinson, of Punxsutawney and Dubois, Pa.; Mr. Slick, with Davidson Bros., Sioux City; Mr. Livingston, with G. C. Murphy & Co., McKeesport, Pa.; Mr. Newton, of Newton, Weller & Wagnor, San Antonio, Tex.; Mr. Saleberg with Sioux City Crockery Co.

Work at the new plant of the Jefferson Glass Co. commenced this week, the last of the machinery from the old works at Steubenville being set in place and much new and improved machinery installed. E. E. Huffman is general superintendent of the plant. Besides giving employment to all the old employees, many new ones will be added.

A stock dividend of twenty per cent has been declared by the board of directors of the Fostoria Glass Co. This was made necessary by the fact that the business of the plant has extended far beyond its present capitalization, \$450,000. With the addition of the twenty per cent stock dividend, this amount will be brought up to \$540,000.

The plant of the Buckeye Glass Decorating Co. was wrecked recently by the heavy wind, and about \$2,000 worth of finely decorated ware was ruined. The plant will be rebuilt.

. . . . The

East Palestine Pottery Co.'s

ANNUAL EXHIBIT,

Astor House, Rooms 226-228,

. . . From . . .

February 7th to February 20th.

W. S. George in charge.

OBITUARY.

WM. J. SMITH, aged fifty-four, for years president of the American Flint Glass Workers' Union, died recently at his home in Oakland, Pa. He resigned the presidency in 1898 in order to become auditor and agent for the Macbeth-Evans Glass Co. Continued ill-health caused him to give up this position more than a year ago and go to Europe. A widow and six children survive him.

John C. Miller, aged fifty, superintendent of the Allegheny branch of the Pittsburgh Lamp, Brass and Glass Co., died at his home in Bellevue, Pa. He had been affiliated with the company since 1901. A widow and six children survive him.

Charles T. Cook, president of the firm of Tiffany & Co., and for nearly forty years associated in its general management, died last Saturday at his home on West Forty-eighth street. Mr Cook was born in this city on May 17, 1835. He entered the employment of the firm when only twelve years old.

John H. Closky, aged sixty five, for many years vice president and manager of the Duquesne Glass Co., and well known in the glass trade, died recently at his home in Pittsburgh. He was the patentee of numerous inventions in the manufacture of glassware.

CREDITORS ATTACH BEACH CO.'S STOCK.

WHILE the crockery, glass and lamp business of the F. E. Beach Co is still being operated, the affairs of the concern are in a rather tangled state. A couple of weeks ago the company offered to its creditors sixty cents on the dollar. This was not accepted. The letter containing this offer stated that about \$30,000 was owing and that the assets at a forced sale would not exceed \$15,000. Many of the creditors then turned their accounts over to the Crockery Board of Trade, whose attorney at Bridgeport promptly attached the stock. A bond has been furnished by Mr. Beach, and the store is consequently still open.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

FOR SALE.

FOR SALE—Complete cut glass plant containing thirty-seven stands, spindles and stones, shafting, pulleys, belting, complete acid room, work benches. About \$400 worth of blanks, office fixtures, sample trunks, gas engine, etc. Will be sold in parts or complete, as desired, at a bargain if sold at once. Address Box 451, this office.

A BANKRUPT SALE.

THE Columbus Pottery Company's plant will be sold at public auction by Frank M. Raymond, Trustee, at the Court House, Columbus, Ohio, Tuesday, February 12, 1907, at ten o'clock a.m. Appraised at \$17,514.29.

This plant, which is less than four years old, cost more than \$150,000. It has six biscuit kilns, four decorating kilns, thirteen acres of land, good railroad facilities, cheap natural gas at high pressure, substantial brick buildings, electric motors and modern equipment throughout.

The company, which was hampered from its organization by a limited capital, failed just after a fire last November which destroyed the warehouse and the roof of one kiln shed. The operating machinery and the remaining buildings are unharmed.

The plant is adjacent to Columbus with its splendid shipping advantages, is surrounded by rich farming community, thickly settled by descendants of Connecticut Yankees. There are good schools, churches and stores, low tax valuation with tax rate at \$1.40, traction line to the city, and no saloons.

This sale offers an unusual opportunity to buy a business at your own price.

FOR SALE!

Chicago Flint and Lime Glass Company Works, at
Chesterton, Indiana.



LOCATION

This magnificent plant is located within the incorporated limits of Chesterton, Porter County, Indiana, forty-five miles from Chicago.

It is twelve miles North of the beautiful city of Valparaiso, the County Seat; twelve miles West of Michigan City and twelve miles East of Gary, where the largest steel manufacturing plants in the world are now being constructed, involving a general expenditure of one hundred millions of dollars.

RAILROAD FACILITIES

The railroad facilities are as follows:

THE LAKE SHORE AND MICHIGAN SOUTHERN is located immediately along the North side of the property and connects direct with the Indiana and Eastern coal fields.

THE ELGIN, JOLIET AND EASTERN, or CHICAGO OUTER BELT, has its eastern terminal intersecting with the Lake Shore at this immediate point.

The Belt line delivers coal direct from its Illinois coal fields to the gas producer plant as shown on picture.

The Belt line also affords direct connection with every railway entering Chicago.

THE MICHIGAN CENTRAL RAILWAY crosses the Lake Shore at Porter Junction one-half mile West of the Works and has a direct connection by way of the Belt.

THE PERE MARQUETTE RAILWAY intersects with the Lake Shore at Porter Junction; it has the same connection with the works as the Michigan Central.

By the above it will be recognized that this location assures shipping advantages superior to most, and excelled by no city or town within an equal radius of Chicago.

This location presents *another great advantage* to which special attention is invited.

The surface of this immediate section is sixty feet above the level of Lake Michigan, fully fifty feet higher than at any other point between Porter Junction and Chicago.

It is also in the center of rich lands, with attractive environments, making it an ideal location for homes.

PASSENGER STATIONS—There are four passenger stations within a distance of one-half mile.

AREA OF GROUNDS—The ground surface of the property is in oblong shape and contains about five acres.

It is bounded on two sides by macadamized streets and on two sides by railroads.

There is ample space in which to double the size of the plant if desired.

CHARACTER OF CONSTRUCTION—With the exception of the Shipping or Storage House, Barn, Cooper-Shop and Cottage, the entire plant is constructed of brick with stone foundations.

The floors of nearly all the various departments are also of brick or asphalt.

With the exception of the Furnace Room, the roofs are of modern sawtooth construction, which affords the best light for all kinds of work.

DRAINAGE, ETC.—A complete sewerage system connects with the Calumet river.

DIMENSIONS OF EACH DEPARTMENT—

Main Building, 80' x 130' x 20' H. Hip, iron roof 52' H.

Lehr Room, 64' x 130' x 14½' H. Glass and Gravel roof.

Mould Room, 38' x 100' x 14½' H. " " " "

Office Room, 18' x 38' x 14½' H. " " " "

Engine Room, 25' x 38' x 15' H. " " " "

Boiler Room, 25' x 38' x 15' H. " " " "

Assembly Room, 60' x 40' x 14½' H. " " " "

Shipping Room, 60' x 40' x 14½' H. " " " "

Batch Room, 60' x 40' x 14½' H. " " " "

Mould Storage Room, 92' x 18' x 11½' H. Glass and Gravel Roof.

Closed Alley Room, 24' x 42' x 11½' H., Glass and Gravel Roof.

1½ Story Frame Residence.

Carpenter Shop (frame) 53½ x 18' x 15' H.

Storage Room " 80' x 32' 12½' H.

Barn, " 44' x 16' x 8' H.

BOILERS, ENGINE AND MACHINERY—There are two horizontal tubular boilers, each 30-H. P. in first-class condition, made by Steam Mfg. Co., Erie Pa.

There is a 35-H. P. high speed engine in first-class condition.

There are also pumps connecting with battery of wells and all accompanying appliances.

There is 1 Edison Generator, Style No. 6, including switch board and all appurtenances with wiring to same, furnished by Gregory Electric Co., Chicago.

The machine shop or mould making room contains lathes and such tools as are necessary to make up a complete equipment.

FURNACE ROOM—There is a twelve pot furnace in furnace room with ample space for the construction of another of larger dimensions.

There is also a day tank in furnace room.

LEHR ROOM—The lehrs are located on the broadside of the furnace room, and there is ample space for more than doubling their capacity.

GAS PRODUCERS—There are three gas producers in first-class condition, ample for present capacity of plant.

These as well as the furnace and all attachments are of the Dixon make and are up-to-date in every particular.

CUTTING OFF AND GRINDING ROOM—These departments are fitted up with superior modern appliances and every machine is in perfect order.

GENERAL EQUIPMENT—The plant throughout is equipped with a complete line of machinery and tools, including moulds and everything necessary to a first-class works.

By reason of conditions arising outside the glass manufacturing business this plant is placed upon the market.

For additional information, price, terms, etc., address

THE CHESTERTON BANK,
Chesterton, Indiana.

BUSINESS OPPORTUNITIES.

WANTED—Agency for California, Oregon and Washington, of a factory belonging to Glassware Association, making blown and pressed tumblers and stemware. Also factory making cheap grade pressed tableware, jellies, etc. Address MANUFACTURERS' AGENT, this office.

HELP WANTED.

SALESMEN WANTED—On salary, to sell high-class art ware to jewelry and art stores, etc. A man having had experience with Zanesville art ware preferred. Address, giving salary expected and full particulars, PERSONAL "5," this office.

YOUNG man, German, to take charge of import floor and act as salesman. Address Box 453, this office.

WANTED—By the D. H. Holmes Co., of New Orleans, a first-class man as buyer and manager of their crockery and housefurnishing department. Apply, stating experience, reference, etc., to their New York office, 20, 22 and 24 East Twentieth Street.

ACTIVE, energetic man wanted to take complete charge of cut glass factory. Would like him to take some stock in the concern, so that he would be interested beyond the salary consideration. Applicant need never have seen a piece of cut glass, so long as he possesses the other necessary qualities. Address Box 450, this office.

SITUATIONS WANTED.

CUT GLASS SALESMAN—Position desired as indoor or road salesman by young man thoroughly acquainted with cut glass business. Four years' experience. Can furnish excellent references. Address Box 449, this office.

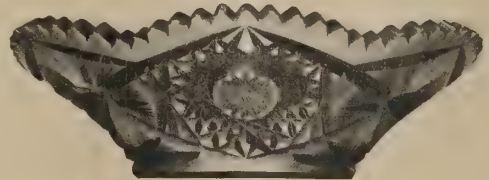
POSITION desired as indoor salesman by young man having fifteen years' experience in the importing china and glassware business. Can furnish best references. Address Box 452, this office.

FRY CUT GLASS

Highest Honors at Lewis & Clark Exposition.

NEW SHAPES AND DESIGNS.

Cut Glass that went to the front with a rush. An order now will bring an order later.



4028. 9 1-2 in. Bowl, "Winner."

If Cut Glass can be made better, Fry Glass Co. will make it. **BUY IT.**

F. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

The A. L. Blackmer Co.
MANUFACTURERS OF
HIGH GRADE CUT GLASS
New Bedford, Mass.

AN ANNOUNCEMENT TO THE CUT GLASS BUYER.

New Bedford, Mass., February 7, 1907.

We take pleasure in announcing to you that our Mr. A. L. Blackmer will be at the Fifth Avenue Hotel, New York City, Room No. 12, for the month of February with a large line of Cut Glass Samples in absolutely new shapes and patterns.

These articles comprise some very elaborate and beautiful effects which have never before been brought out in Cut Glass, as well as a large line of popular-priced articles which will appeal to every seeker of an effective display at small cost.

We most respectfully solicit an inspection of our product before placing your orders for either immediate or future wants in the Cut Glass line.

Very truly,

The A. L. Blackmer Co.

Pouyat China



NEVER BEFORE

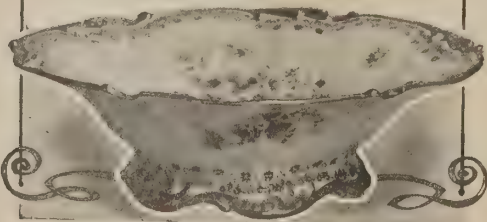
have we shown so many exceptional lines of new shapes and decorations in

POUYAT CHINA.

The modelers and decorators at the Pouyat establishment in Limoges have caught the spirit of our ideas with most gratifying results.

May we have the pleasure of showing you what they have done for 1907?

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street. New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

THE WEDGWOOD CHINA SERVICE PLATES

I now have on view will amply repay your inspection. Manufactured by Josiah Wedgwood & Sons, Ltd, Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L
MOGES
FRANCE

Formerly

M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



Ready and On Exhibit.

An entirely new Austrian line of

CHINA FANCY TABLEWARE.

It is an original production from a newly-built factory,
and exclusively our own.

The quality of china as well as the artistic treatment
of the decorations, which are in large variety, will interest
everyone buying imported china.

*Our complete lines of China,
Bric-a-Brac and Fancy Goods
are now ready.*

The STROBEL & WILKEN CO.,

591 Broadway, New York.

The Final Touches Being Applied.

Come in, any time now.

Before you have finished your critical examination the final touches will have been completed.

The show is on.

Such a splendid array of China, Art Pottery, Fancy Glass, Clocks, Bronzes, Toys and Dolls for import has never before been collected under a single roof.

The early visitors have said so, and our own knowledge of ceramics and crystals assures us 'tis so.

We await your criticism.

Sawyer & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

THE ONLY ONE OF THE

Leading Brands of China

THAT IS NOT AND WILL NOT BE

Sold by Catalogue Houses

BASSETT CHINA

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

AT our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular-Priced
Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

New York: 38 Murray St. Baltimore: 122 W. Baltimore St. Chicago: 131 Wabash Ave.

300,000 BABIES

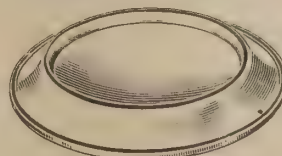
NOW USE THE

**ROYAL
BABY-PLATE**

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO., 19 Burling Slip, New York.

The Knowles, Taylor & Knowles Company

respectfully announce to the trade that

Mr. Cecil E. Taylor

will be at the

FIFTH AVENUE HOTEL, NEW YORK,

with a full line of our samples,

February 10th to 25th inclusive.

OUR goods are so well known as to need no special mention, except to say that they still continue to occupy the leading place.

DINNER “RAMONA” SHAPE.

The sensation of the season in crockery circles is the “Ramona.” The most attractive set made in Semi-Porcelain is the “Ramona.” Of course our other good shapes are winners. Call on Mr. Taylor and see the whole line.

The Knowles, Taylor & Knowles Co.,

East Liverpool, Ohio, U. S. A.



E. W. DONATH

Fine Hand - Painted China

16 BURTON PLACE

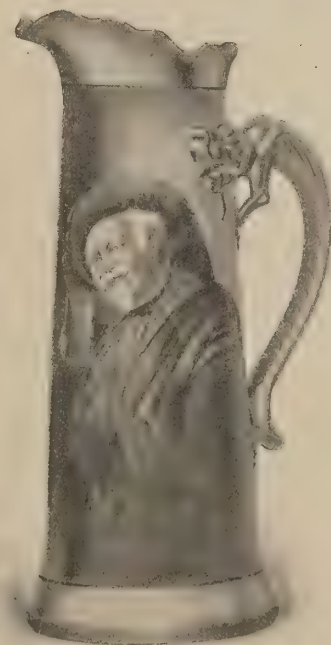
CHICAGO, ILL.

I shall display an unusually large and attractive line of Hand-Painted China at the Bartholdi Hotel from February 10 to March 1.

Shape, Quality and Decoration are the points of superiority claimed for this line.

Yours respectfully,

J. A. DIRKSEN.



IMPORT 1907.

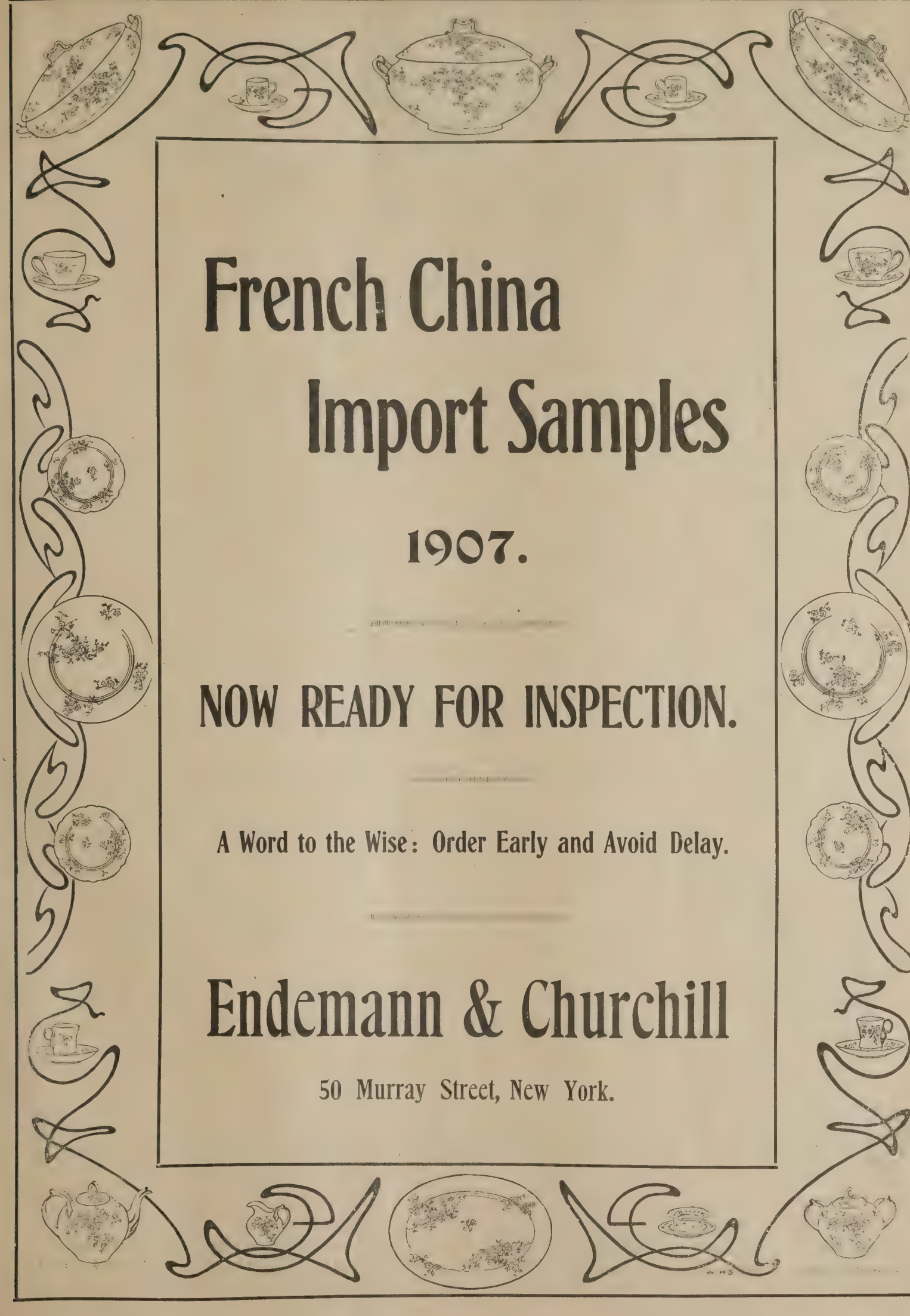
WE are pleased to announce that **OUR IMPORT DISPLAY** is now ready. The lines from our Factories at **LIMOGES and CARLSBAD** are more beautiful than ever and again contain a number of new and startling features.

We also call attention to our entirely new line of Fancy Goods from the old and well-known factory of **C. G. SCHIERHOLZ & SOHN, Plaue, Thuringia.**

These lines are controlled by us and cannot be found elsewhere.

CHARLES AHRENFELDT & SON

50, 52 and 54 Murray St., New York.



French China Import Samples

1907.

NOW READY FOR INSPECTION.

A Word to the Wise: Order Early and Avoid Delay.

Endemann & Churchill

50 Murray Street, New York.

"KRYSTOL"
THE GLASS OF QUALITY



Kenneth Design.

"KRYSTOL"
THE GLASS OF QUALITY

WE desire to express to the discriminative trade our deep appreciation of their kind favor and of their confidence in our efforts which that favor implies. Our business this year during the January exhibit exceeds by a large percentage all previous records. The trade's implicit reliance upon "KRYSTOL" and their appreciation of our endeavors which this so clearly demonstrates is extremely gratifying and constitutes the best of assurance that we shall unceasingly labor to still further advance the present enviable reputation of goods bearing the trade mark "KRYSTOL."

"KRYSTOL"
THE GLASS OF QUALITY

"KRYSTOL"
THE GLASS OF QUALITY

OHIO FLINT GLASS CO., Lancaster, O., U.S.A.

New York:
25 West Broadway.

oston:
404 High St.

Pittsburgh:
07 Market St.

Philadelphia:
922 Market St.

Chicago:
45 E. Randolph St.

St. Louis:
404 N. Fourth St.

San Francisco:
Morgan & Allen Co.



NEW YORK, FEB. 7, 1907.

THE CONDITION OF BUSINESS.

Business has opened with a rush. The New York jobbers' convention, which met on Wednesday, brought all the expected visitors, who on reaching town began buying with vim. The orders placed so far range from ten to twenty-five per cent larger than last year, and it is noticed that early deliveries are required. It is also a matter of comment that while the ordinary amount, or a little more, of the cheap goods is being taken, there is a marked increase in the orders for rich goods and better grades of wares throughout.

The orders for German goods are so great that many factories will have all they can do to fill them.

French wares have been in fair demand, but are waiting until the cheaper lines have had attention.

English goods continue to be in fine request, and from all accounts the Staffordshire potteries will have all the business they can take care of.

The American potters have bigger order files than ever before, and everything is going full blast. The local agents have done very much better than last year.

Activity in glass is transferred from Pittsburgh to this city. Buying opens well, and it looks as though a very satisfactory business will be done.

The lamp trade in New York so far is quiet, ow-

ing largely to the fact that the jobbing lines were shown in Pittsburgh and the smaller trade are not yet ready.

The housefurnishing demand is still excellent for staples. People were beginning to think of summer goods, but continued snow and cold weather has considerably dampened the ardor of buyers.

Retail trade is fairly good. Some special sales have met with success, and although conditions seem quiet, many goods are moved.

There has been a splendid representation of buyers here during the past week.

They have been coming here in unprecedentedly large numbers ever since the first of the year and have invariably made purchases. The returns from the travelers continue good. They report a crying need for stock in most retail centres as a result of the heavy fall and holiday trade. Many merchants are also sending demands direct by mail, and other more urgent requests are arriving by wire.

The present week marks the close of the crockery and glass exhibit in Pittsburgh and Vicinity. Immense orders have been placed during the past five weeks for new goods, but for staples business has not been so active on account of the jobbers and dealers loading up before the advance became effective the

first of the year. With heavy orders booked here and mail orders rushing into the factories, the spring season will be a most busy one.



Throughout the pottery district **East Liverpool and Vicinity.** manufacturers were busy the past week booking new business. Many salesmen have started out, and mail business is exceedingly heavy for this season. Collections are also reported to be very good. The shortage of gas has caused some delay in shipments, but the manufacturers are catching up—a number having started to fire their kilns with coal.



The glass factories and potteries throughout this section are all **Wheeling and Vicinity.** working full. Manufacturers assert that business for January far exceeded that of last year. There has not been the trouble in this locality because of gas shortage as was experienced in the Washington, East Liverpool and Zanesville district during the past fortnight.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Mr Saville, with Zion Co-operative Institution, c, Salt Lake City.
Mr Hook, of Calloway, Francis & Hook, c, Salt Lake City.
C Lang, with Kinney & Levan, c, Cleveland
W F Newberry, with F M Kirby & Co, hf, Wilkes-Barre Imperial.
Geo H Kefauver, with R C Reynolds, c, Troy, N Y.
M Martin, with David Westwater, c, Columbus, O.
W A Stone, with Wm Donaldson & Co, c, Minneapolis. Broztell.
C D Laubach, with C K Whitner & Co, hf, Reading, Pa. Grand.
A T Otis, with Dodge, Spear Co, hf, Boston. Imperial.
Thos Barker, with R H White Co, hf, Boston. Holland.
W F Walker, with E W Edwards & Son, hf, Syracuse, Albert.
A Binswanger, with Jos Horne Co, hf, Pittsburgh
J H Armstrong, with J N Adam & Co, c, Buffalo. Herald Square.
Jos Levey and C Meyer, with Lewis & Co, c, Cincinnati, St Denis.
G S Rankin, of Rankin & Son, c, Ithaca. Albert.
O Davis, with J R Libby Co, c, Portland, Me. Woodstock.
J F Shaw, with W A Murray & Co, Ltd, c, Toronto. Victoria.
Benj K Kaufman, of Kaufman, Strauss Co, c, Louisville. Imperial.
L B Lilienthal, of Lilienthal Crockery Co, c, Atlanta. Empire.
S R Weller, of Newton, Weller, Wagner Co, c, San Antonio. Cadillac.
H A Drennen, of Drennen & Co, c, Birmingham, Ala. Marlboro
G E Weiseman, of Welsh & Weiseman Co, c, Danville, Ky. Seville.

W S Newton, with Spokane D G Co, s, Spokane, Wash. Prince George
W A Conger, with The Peoples Store Co, c, Tacoma, Wash
J C Gardner, with Carson, Pirie, Scott & Co, s, Chicago. Broztell
S G Harwood, with Marshall Field & Co, t, Chicago. Prince George.
W F Redmond with Hennessy Merc Co, c, hf, Butte, Mont. Cumberland
L Metzenberg, with Sears, Roebuck & Co, s, Chicago, Imperial.
C W Sprouls, with J Shillito Co, hf, Cincinnati. Broztell.
L O Wieman, of Wieman & Muench, t, Milwaukee. Hoffman
C L Demorest, with S F Iszard Co, Elmira, N Y.
Brown Thompson, Hartford, Conn.
Chas Pearson & Co, Indianapolis.
Templeton & Co, Butler, Pa.
Mellen & Hewes, Hartford, Conn.
O H Brown, Lakewood, N J.
Seth Hopkins, Mansfield Co, Baltimore.
I Bensch, Baltimore, Md.
Wm Westerman & Co, St Louis, Mo.
O H Warwick, St Johns, N B
W L Harding, Yarmouth, N S
Missouri Glass Co, St Louis, Mo.
Barr & Willis, Huntington, L I.
S M Wolfe, Baltimore, Md.
S & G Gump, Los Angeles, Cal.
Atherholt & Co, Erie, Pa.
A W Fairchild, Providence, R I
A S Miner & Co, Rochester, N Y.
Hecht Bros, Baltimore, Md
Doran Ceramic Supply Co, San Francisco.
A F Goss, Lewiston, Me.

OBITUARY.

FREDERICK T. NICHOLSON, who for the last four years has been with Gillinder & Sons, Philadelphia, covering Central New York, Pennsylvania, Ohio and Michigan, died this week of typhoid fever. Mr. Nicholson was a faithful representative and highly esteemed by his firm. He went to them from Toronto.



Timothy Eaton, head of the department stores of the T. Eaton Co., Toronto and Winnipeg, Can., suffered a stroke of paralysis on Thursday, the 31st, and died an hour afterward.

TEN MORE ELECTED.

A BATCH of ten applicants for membership was admitted at a recent meeting of the directors of the Pottery, Glass and Brass Salesmen's Association. This represents an increase of eighteen since the beginning of the year. The ten new wearers of the association's button are: Harry A. Ostermayer, with Cowperthwait & Co, Brooklyn; W. H. Rundle, with Fondeville & Van Iderstine; I. S. Hirsch, with Japanese Fan Co.; F. W. Kushel, buyer for Sears, Roebuck & Co., Chicago; Louis A. Carter, with L. D.

Bloch & Co.; Edw. B. Dickinson, with Geo. Borgfeldt & Co.; Wm. Albert, with Krauss & Co.; Chas. H. Hennings, with W. S. Pitcairn; Sumner Y. Pierce buyer for Henry Siegel Co., Boston.

A RAISE IN PRICES INEVITABLE.

WITH continued advancement in prices of raw materials, manufacturing potters have reached the point where margins on finished products are lower than in years; and that they will be compelled to further increase price lists there does not seem to be any doubt. The advances made a month ago were very minor in character and just covered the cost of manufacture of certain articles. As an illustration, the cost of making a dozen 24s jugs is ninety cents, and they were actually sold for eighty-four cents.

In 1904 the manufacturers paid $5\frac{1}{4}$ c per pound for zinc; an order placed this week was at $7\frac{1}{2}$ c. Cobalt sold for \$1.60 in 1904, less one per cent. Recent orders were placed at \$2.50 with the same discount. Flint sold for \$4.50 a ton in 1904; the present quotation is 5.75, less five per cent ten days. The price of white lead has advanced from 4c to 6 3-8c per pound. Borax shows an advance of 2c. Tissue wrapping paper cannot be purchased for less than $4\frac{1}{2}$ c, and only then when ordered in ton lots. Clays have advanced not less than ten per cent, while coal has been raised from 5c to 9c per bushel, and gas 33 1-3 per cent. Office salaries have also increased, and in the making of certain ware the cost of labor has advanced.

SALESMEN'S CHANGES IN 1906.

BUYERS are not the only class of bread-winners in the china business who seem disposed to make frequent and various changes of position. The gentlemen who sell goods to them have cultivated the same habit to an appreciable extent, as will be seen by the following record of changes among the salesmen for 1906:

Chas. E. Lincoln left Hampshire Pottery Co's staff to go with Roseville Pottery Co.

K. A. Rock, formerly with Evansville Glass Co, now with Monongah Glass Co.

Percy Johnson signed with Geo. H. Bowman Co, to cover New York State and surrounding territory.

Andrew Goetz left Bawo & Dotter to join W. P. Graham & Co.

Thos. W. Pinder, formerly with Carlowitz & Co, went with Cook Pottery Co.

Frank Lathrop signed with Geo. F. Bassett & Co.

Leon Hoage, formerly with C. Ahrenfeldt & Son, signed with Jas. Douglass.

F. G. Howell left H. C. Edmiston to represent Jas. Douglass in the West.

Earl Springborn now traveling for Riverside Glass Co.

"Quig" Hamilton is with the Tarentum Glass Co.

Wm. C. Lynch left Laughlin China Co, for Steubenville Pottery Co.

Walter M. Mannes signed with Geo. F. Bassett & Co.

Edwin C. Stout resigned from American Manufacturers Co. to accept place with Mayer Pottery Co.

E. R. Jacobs left L. Straus & Sons, for A. A. Vantine & Co.

S. T. Ashworth is with the Goodwin Pottery Co.

Fred M. McCoy, formerly general manager of General Mfg. and Supply Co, now travels West for Cook Pottery Co.

Russell Showacre and Elmore Bryson engaged with the Crystal Glass Co.

Sidney B. Winn signed with Niagara Cut Glass Co.

N. B. Rowley now with Silicon Glass Co.

"Jack" Wallace left A. A. Vantine & Co, for Tajimi Trading Co.

A. F. Niedrick changed from McKee-Jeannette Glass Co, to Westmoreland Glass Co.

Chas. H. Phillips engaged with Paul Joseph.

Walter R. Wearn left road to take charge of New York sample-rooms of McKee Jeannette Glass Works, Riverside Glass Works and Cumberland Glass Works.

Mr. Evans left Wanamaker, this city, for L. Barth & Son.

Ralph M. Hart resigned from Koscherak Bros, to become member of Continental Art Glass and Brass Co.

"Uncle Joe" Harris, formerly with Tarentum Glass Co, now represents the West Virginia and Pennsylvania Sand Co.

Louis C. Smith changed from Westmoreland Glass Co, to McKee-Jeannette Glass Co.

Elmer I. Hughes left John Davison for Ceramic Importing Co.

Wm. Vanderbilt Higgins changed from Pope-Gosser China Co. to Buffalo Pottery Co.

W. E. Church went from Bawo & Dotter to Tiffany & Co.

Geo. T. Nichol engaged with Carlowitz & Co. to travel West.

Wm. E. Nowlan left Maddock & Miller for Higgins & Seiter's hotel china department.

Geo. Gundlach signed with Taylor, Smith & Taylor Co.

Edw. A. Capser now travels for Ogden, Merrill & Greer.

I. Sidney Hirsch is now with Japanese Fan Co, traveling South.

Edw. J. Touhill signed with W. H. Dunn & Co.

Jacob Scott identified himself with Goodwin Pottery Co.

Ed. W. Bryan is traveling Westward for Buffalo Pottery.

David M. Evans, formerly with Phoenix Glass Co, signed with Walter R. Wearn.

Wm. Pincus returned to Pittsburgh Lamp, Brass and Glass Co.

Albert F. Lemcke changed from Bawo & Dotter to Gen. Mfg. and Supply Co.

J. R. Aiken and J. Wood signed with E. Bergman & Son.

M. Long engaged with Samstag & Hilder Bros.

Frank W. Primrose returned to Blakeman & Henderson to travel West.

W. S. Creveling signed with Taylor, Smith & Taylor Co.

E. J. Lockhard went with C. H. Taylor.

Henry Nierstadt left Budde & Westerman for J. R. Gibney.

John Musgrave changed from John Wygand & Co to Zeh & Co.

W. N. Fletcher engaged with Carlowitz & Co.

"Judge" Henry Seedorf engaged with Carlowitz & Co.

C. E. Meissner went with Bawo & Dotter.

"Jack" K. Wilson signed with John Davison.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 7 1907

BUYING RIGHT.

THE buying season for import is on. Dealers from all over the United States, including Alaska, as well as Canada and Mexico, will avail themselves of the opportunity of examining the samples. To do this takes much time and involves considerable expense.

Representatives from all over the country went to Pittsburgh and East Liverpool to buy, and while there were at pains to see all, or nearly all, the lines.

When, a little later in the season, the time arrives for the buyers of New York department stores to place their orders, will they as thoroughly examine the wares laid out for their observation?

Unless some of them change their methods, we can confidently answer in the negative, notwithstanding the fact that the expense in their case is limited to street car fare, and the question of time is a matter of their own convenience.

Many New York buyers have never seen the inside of several of the establishments where goods similar in character to those they are buying are exhibited for their benefit. It does not seem possible that a man who calls himself a buyer will limit his examination of goods to a few houses, or in other cases to such samples as the salesmen can carry in a hand-bag up to his desk. Yet we have men in the trade who pursue this method and ignore the varied display which outside buyers come many miles and spend much time and money to see.

THE MAIL-ORDER EVIL.

THE retail trade, particularly in the West, are up in arms against the catalogue houses. And well they may be, for these concerns go over their heads for business. With the rural mail delivery the most remote farmer is reached, and can order without leaving his fireside. It is a great convenience to him, of course, but he fails to see that if he does not support his local dealer the latter cannot buy his farm products, and in time he will have no market for them.

The wholesalers take the view that one man's money is as good as another's. They would rather sell one big bill than a dozen small ones; and in the catalogue houses they find large customers. In a sense they are justified; but if the practice extends they will eventually have only a few customers, and these will buy only those things they choose to handle.

Talk about trusts and the concentration of business in the hands of a few! Here is an example in its worst form; and unless steps are taken to remedy the evil the crockery and glass trade will suffer

PERSONAL.

ON Saturday evening, Jan. 19th, the members of the staff of Johnson Bros.' five factories in Hanley and Tunstall, Eng., held their annual dinner at the Grand Hotel in Hanley. Advantage was taken of the opportunity offered for presenting to A. Colley and A. W. Naylor, who have recently severed their connection with the firm, a token of the esteem and regard in which they were held by their late confreres. Expressions of regret at their leaving were freely made, and each was given a silver afternoon tea-set and tray, suitably engraved. On the Thursday previous Mr. Colley was presented with a handsome gold watch and chain and sovereign case, and Mr. Naylor was given a suit case with silver-mounted fittings. Mr. Naylor, who is particularly well-known in this country, has engaged with Thos. Hulme, decalcomanie manufacturer in Hanley. He arrived from England on the Lucania last Saturday for a brief visit. His mission will not in any way affect the position of A. Pickin, permanent American representative of Mr. Hulme.



W. H. Rundle left last Saturday night with Fondeville & Van Iderstine's line for a ten weeks' reconnoitre through the West and South.



Mr. Healey, who has been engaged as manager of the new china department in the house of Castner, Knott & Co., Nashville, Tenn., is in town making his initial purchases. The department is expected to

open in a few weeks. Mr. Healey was formerly attached to the china department of the H. O'Neill Co., this city.



Among the talesmen examined in connection with the selection of a jury for the Thaw case was W. R. King, with Bawo & Dotter. Mr. King was permitted to depart after replying to a few of District Attorney Jerome's questions. Fellow attaches at B. & D.'s say that he hasn't stopped congratulating himself on being excused from this unpleasant duty.



H. T. Crosby is expected to come East very shortly to make purchases for the new china and housefurnishing department that is to be opened by Crosby Bros., Topeka, Kan.



Geo. E. Gaylord, president of the Enterprise Cut Glass Co., has returned to Elmira after a brief stay in New York.



J. K. Curtis, manager of the Fostoria Glass Co.'s Chicago office, has returned to his desk after an absence of two weeks. He suffered from an attack of appendicitis, but an operation was avoided.



Joseph Schaubert has been added to the road staff of the Roseville Pottery Co., his territory being in the Central West. Formerly, Schaubert was connected with the Chicago office of Geo. F. Bassett & Co.



Cecil E. Taylor will be at the Fifth Avenue Hotel with a full line of samples from the Knowles, Taylor & Knowles Co. from Feb 10 to 25. He will show a new dinner shape called "Ramona."



Henry G. Mills, with the Homer Laughlin China Co., is at the Parker House, Boston, this week. He opens at the Hotel Bartholdi, this city, early in March.



F. M. Barnes has resigned as housefurnishing goods buyer for the Townsend & Wyatt Dry Goods Co., St. Joseph, Mo., in order to take charge of a new and similar department for the Hirsch Bros. Dry Goods Co., also of St. Joseph.



Wm J. Burdett's legion of friends will be gratified to learn that an improvement has been noted in his condition during the past week or ten days. He has not been at his desk in R. H. Macy & Co.'s china department, this city, for a couple of months. The veteran's prostration has been due to rheumatism.



John J. Reed has given up the management of the retail department of the Jones, McDuffee & Stratton Co., Boston, and engaged with Snellenburg & Co.,

Philadelphia, Pa. He entered the latter's employ last Saturday and is expected to shortly begin the placing of import orders.



Jas. Porter, of Winnipeg, arrived last week and is registered at the Brevoort. He will sail for Europe about the middle of the month, probably on the Baltic, Feb. 13th.



Arthur W. Gans, of Ferdinand Bing & Co.'s Successors, arrived from Europe on the Breton last Monday. Mr. Gans has been abroad since last July.



A. S. Gump, who was scheduled to sail for Europe next week, changed his plans and departed on the Deutschland for Naples on Monday.



Wm. F. Cody has accepted a position on the selling staff of Hamburger & Co. He is to carry French china exclusively and his territory will embrace the Middle West. Mr. Cody was for many years similarly connected with Blakeman & Henderson.



Louis Reizenstein, of Pittsburgh, is too modest. The 25th of January was the twenty-fifth anniversary of his marriage. Because of his retiring nature very few of his friends were aware of the fact. Otherwise he would have heard from some of them.



J. A. Dirksen will open at the Hotel Bartholdi on the 10th with a line of unique and artistic hand-painted china from E. W. Donath, of Chicago.



W. E. Church has engaged with the Shepard Co., Providence, R. I., being assigned to duty under C. G. Fogg, buyer of china and housefurnishings. For several years Mr. Church was with Bawo & Dotter.



J. Lee Richards reaches New York next Tuesday to make purchases of toys, china, housefurnishings, trunks, bags and cut glass for J. Bacon & Sons and Stewart Dry Goods Co., Louisville, Ky.



R. E. L. Wells, who has been making an extended tour throughout the country in the interest of L. Straus & Sons, is expected home on Saturday.



J. B. Verrier, with C. L. Dwenger, was married last Sunday to Miss Tharaud, sister of Justin Tharaud, with Endemann & Churchill. After a honeymoon trip to Washington, Baltimore and Philadelphia, Mr. Verrier will start on a Western tour.



The crockery and glass trade was well represented in Boston this week. Among those registered at Young's Hotel were: Abe Hays, Harry Muirheid, F. O. Shattuck, Jno. Patterson, F. A. Cowperstone, W.

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D. Croffut, L. A. Fletcher, F. J. Del La Croix and E. E. Wilgus.

W. V. Higgins opened at the Hotel Bartholdi this week with the Buffalo Pottery Co.'s lines of dinnerware, jugs and fancy goods.

J. F. Garnett has given up the management of the Mendlovitz department store, Houston, Tex., to take charge of the Boston Store, same city.

O. M. Taylor, who formerly managed J. Bacon & Sons' china and housefurnishing department in Louisville, Ky., has been engaged as assistant to W. D. Gilmore, buyer for Hale Bros., San Francisco, Cal.

Y. Beaumeyer is no longer with Geo Borgfeldt & Co.

Geo. Greenwald, with H. Hohenstein, will be in Boston Feb. 14 with a line of European novelties, including candle shades, etc., and N. F. Fletcher, with the same firm, leaves for a trip to the West early next week.

W. F. Ellisson opened at the Bartholdi this week with full lines of the Iroquois China Co.'s dinner and hotel ware.

Chas. Dennis, secretary of the Wholesalers' Association, is at the Holland House.

John Marbury, founder of the Memphis Queensware Co., has sold his interest in that concern to his partner, Robt. Goodwin, and has organized a new company called the Marbury-Pegram Crockery Co., which will open in Norfolk, Va., March 1. He will be here to buy goods next week. Robt Goodwin will also arrive in New York on Monday to place import orders. Both will stop at the Hotel Cumberland.

LEGAL STATUS OF TRADING STAMPS.

SHOULD the New Jersey Legislature pass the trading-stamp measure recently presented for its consideration, more than twenty-five percent of the States in the Union will have adopted legislation restricting the circulation of these stamps. The laws existing in New York, Maryland, Nebraska and Connecticut, as well as the bill soon to be acted upon by the New Jersey law-makers, provide for their redemption in cash or merchandise. The distribution of stamps is prohibited entirely in California, Washington and New Hampshire. In Louisiana the companies are permitted to operate only upon the payment of a license varying from \$5,000 to \$10,000 yearly. Use of the stamps is also restricted to a certain extent in Colorado.

JOBBER'S CONVENTION.

THE wholesalers of crockery and glass in the United States held their annual convention in New York this week at the Holland House. On Tuesday they were in joint conference with the importers, and on Wednesday had their own confab. The following were represented in person or by proxy:

Anglo-Amer C & G Co	McDonald Bros
Nathan-Dohrmann Co	Odgen, Merrill & Greer
Dobbs & Wey Co	T M James & Sons
Burley & Tyrrell	Jens Lorenzen Crock Co
Pitkin & Brooks	Brinsmaid & Co
F H Pfeiffer Crockery Co	C H Becker & Co
C E Wheelock & Co	C L Knapp & Co
Sohm, Ricker & Weisenhorn	Bayless Bros Co
Louis Ichenhauser Co	Chas Rosenheim Co
Hollweg & Reese	Burbank, Douglass & Co
Chas D Pearson & Co	Berry Bros & Fresch
Geo H Wheelock & Co	H P Chandlee, Sons & Co
Cook-Laurance Co	Giles W Quarles & Co
Jones McDuffee & Stratton Co.	French, Mitchell, Woodbury Co
Jenness & McCurdy	Gilreath-Durham Co.
Regnier & Shoup Co.	Memphis Queensware Co.
Missouri Glass Co.	Phillips & Buttorff Mfg Co.
Carl Funke	E B Taylor Co.
Omaha Crockery Co.	Wild & Rohn Co
Dean & Kite Co	Western China Co.
Geo H Bowman Co.	F Blaukenmeister & Son
Kinney & Levan	Westermann China Co.
Daudt Crockery Co.	E Swazey & Co.
H Schaefer & Co.	
Prael, Hegele & Co.	
M Seller & Co.	
Fisher, Bruce & Co.	

NO TIPPING IN PENNSYLVANIA.

A BILL introduced in the Pennsylvania State Legislature last Thursday by Mr. Adams of Allegheny will, if passed, abolish tipping in that State. The provisions of the bill include all waiters and other employes of hotels, restaurants and other public places, and also railroad porters and servants of all classes. Employers will not be permitted to allow employes to accept tips. The bill will not affect the man who gives the tip, but the one who accepts. The penalty is a fine of \$100 or imprisonment for sixty days, or both, in the discretion of the court.

EVER HEARD OF BIGGER ORDER?

"THE biggest order for tumblers ever placed in this country," declared the salesman from the West, as he disengaged his lips from the embrace of a fat perfecto, "was placed by 'Old Hoss' Burdett. That was about twenty-five years ago, and Burdett was then, as now, buyer for R. H. Macy & Co. He gave the order to 'Sunny' Felker, who, I'm glad to learn, is still keeping up his good work with the

United States Glass Co. The order was for a thousand barrels, and 'Sunny' figured that about eleven million tumblers were concerned in the deal. Yes, I know it sounds fishy, but it's an absolute fact. Burdett always had a bunch of nerve when it came to placing big business. The average twelfth-of-a-dozen buyer would throw a fit if he took the chances that 'Old Hoss' used to take. And, from what I hear, he still possesses many of his old traits in this direction."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
February 5, 1907.

ANTWERP		
111 packages glassware	.....	B Gunthel
2 "	.....	Fensterer & Ruhe
21 "	.....	W P Graham & Co
29 "	.....	Knauth, Nachod & Kuhne
99 "	.....	E Utard
32 "	.....	Miscellaneous Orders
72 " earthenware	.....	G F Bassett & Co
1 "	.....	Fensterer & Ruhe
12 "	.....	E R Thieler
18 "	.....	Strobel & Wilken Co
24 "	.....	Miscellaneous Orders
14 " toys	.....	B Illfelder
13 "	.....	Strobel & Wilken Co
5 "	.....	Miscellaneous Orders

BRISBEN		
2 packages glassware	.....	L Straus & Sons
17 "	.....	A Steinhart & Bro
50 "	.....	Strobel & Wilken Co
193 "	.....	Miscellaneous Orders
76 " chinaware	.....	The Julius Levy Co
34 " earthenware	.....	Karl Hutter
2 "	.....	G F Bassett & Co
48 "	.....	Knauth, Nachod & Kuhne
79 "	.....	Strobel & Wilken Co
39 "	.....	Miscellaneous Orders
32 " toys	.....	L H Mace & Co
210 "	.....	Geo Borgfeldt & Co
19 "	.....	Hamburger & Co
23 "	.....	F A O Schwartz
183 "	.....	F W Woolworth
140 "	.....	Strobel & Wilken Co
140 "	.....	Miscellaneous Orders

LIVERPOOL		
8 packages chinaware	.....	Geo Borgfeldt & Co
1 "	.....	Miscellaneous Orders
14 " earthenware	.....	L Straus & Sons
4 "	.....	E Boote
9 "	.....	J Davison
4 "	.....	Bawo & Dotter
36 "	.....	Geo Borgfeldt & Co
24 "	.....	Maddock & Miller
34 "	.....	The Julius Levy Co
11 "	.....	Miscellaneous Orders
36 " toys	.....	Strobel & Wilken Co

ROTTERDAM		
59 packages earthenware	.....	Bawo & Dotter
2 "	.....	Geo Borgfeldt & Co
26 "	.....	Miscellaneous Orders
81 " toys	.....	Strobel & Wilken Co

LIMOGES		
419 packages chinaware	.....	W L Briggs

SOUTHAMPTON		
53 packages chinaware	.....	Wm Guerin & Co
8 "	.....	L D Bloch & Co
2 "	.....	Geo Borgfeldt & Co
52 "	.....	Bawo & Dotter
5 "	.....	J H Venon
22 "	.....	Vogt & Dose

HAMBURG

100 packages glassware	.....	Fensterer & Ruhe
7 "	.....	Bawo & Dotter
7 "	.....	L D Bloch & Co
47 "	.....	O Goetz
18 "	.....	Kmy-Schee'er Co
1 "	.....	Hamburger & Co
118 "	.....	L Straus & Sons
62 "	.....	Samstag & Hilder Bros
22 "	.....	N Wapler
29 "	.....	Strobel & Wilken Co
189 "	.....	Miscellaneous Orders
11 " chinaware	.....	The Julius Levy Co
185 " earthenware	.....	Geo Borgfeldt & Co
172 "	.....	G F Bassett & Co
35 "	.....	Chas Ahrenfeldt & Son
247 "	.....	Bawo & Dotter
201 "	.....	L D Bloch & Co
4 "	.....	C L Dwenger
77 "	.....	Eimer & Amend
27 "	.....	Fensterer & Ruhe
37 "	.....	Hamburger & Co
12 "	.....	O Goetz
28 "	.....	Koscherak Bros
9 "	.....	Knauth, Nachod & Kuhne
46 "	.....	Julius Palme
21 "	.....	B Illfelder & Co
11 "	.....	L Straus & Sons
1 "	.....	N Wapler
10 "	.....	Samstag & Hilder Bros
6 "	.....	Vogt & Dose
36 "	.....	Strobel & Wilken Co
147 "	.....	Miscellaneous Orders
11 " toys	.....	Samstag & Hilder Bros
8 "	.....	Bawo & Dotter
191 "	.....	B Illfelder & Co
15 "	.....	F A O Schwartz
1 "	.....	N Wapler
37 "	.....	Strobel & Wilken Co
231 "	.....	Miscellaneous Orders
6 " harmonicas		Strobel & Wilken Co

BAVRE

10 packages chinaware		Haviland & Co
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BORDEAUX

2 packages chinaware		Endemann & Churchill
233 "		Haviland & Co
9 "		A G Moment
58 "	.....	Vogt & Dose

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

65 packages earthenware	.....	Jones, McDuffee & Stratton Co
58 "	.....	Mitchell Woodbury Co
5 "	.....	Rowland & Marsellus Co
3 "	.....	Richard Briggs Co
8 "	.....	A W Chesterton
11 "		Miscellaneous Orders

MANCHESTER

2 packages earthenware		Downing's American Despatch
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HAMBURG

25 packages earthenware		Jones, McDuffee & Stratton Co
99 "		C J Pierce & Co
11 "	.....	Martin Copeland & Co
21 "	.....	R F Downing & Co
45 "	.....	First National Bank
14 "	.....	L Wolf & Co
5 "	.....	Boston and Maine Railroad
26 "	.....	Geo Borgfeldt & Co

COPENHAGEN

49 packages earthenware		Geo Borgfeldt & Co
130 "		C J Pierce & Co

LONDON

9 packages earthenware		R F Downing & Co
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THE crowd is here, and as a consequence the ware-rooms have a lively appearance. Familiar faces are seen on every hand, and the scenes of every import season are being repeated. Buying is big.

Chas Ahrenfeldt & Son are showing the most remarkable lines in Carlsbad china that even they have ever put upon the market. Special attention is called to the handpainted designs in gold, and gold with garlands of flowers in old Saxon colors. There is also a great variety of superb decorations in Dresden effects. The array of fancy plates and cups and saucers is bewildering. Some Vienna effects on the former are done in the highest style of the art, and the results, when it is remembered that this is Carlsbad china, are wonderful. There is also a line on the order of Louis Phillipe that is new and very attractive. The exhibit deserves the attention of every buyer who comes to the New York market.

Geo. F. Bassett & Co.'s announcement that Bassett china will not be sold to catalogue houses ought to strike a responsive chord throughout the trade. If dealers mean what they say about such concerns, big orders should flow in for this popular china, which has always stood in a class by itself.

Bawo & Dotter have made many fine displays, but they are as nothing compared with this year's exhibit. The big fifth floor contains a magnificent array of goods. The addition of three full floors, each 25x90, has enabled them to extend their lines and to give more space to the dolls and toys. Among the latter there are so many good things it is impossible to describe them. Nothing but a visit will do them justice.

Ed. Butler calls attention to his black rock teapots, on which there is a fine stained glaze that gives them the appearance of jet. Some of the patterns are very pretty. Then there is the Samian teapot, with a green band and white edge, which has proved

to be one of the best sellers ever upon the market. The most fetching decorations, however, are the new tortoise-shell effects. He also has coffee-pots and cocoa jugs in the same class and style—all from Lingard, Webster & Co., Tunstall, Eng.

By the conversion of its sub-cellar into a finely-appointed showroom the Geo. H. Bowman Co. has considerably increased its capacity for the display of goods. Nearly all of the fixtures that formerly occupied the main floor of the establishment have been removed downstairs. These fixtures are finished in white enamel, and with the white ceiling and terra-cotta side walls give the room a cheery, bright appearance. On the main floor the tables have been covered with red cloth, and the same color scheme is carried out in the painting of the side walls. This red effect is unusually rich and forms very inviting surroundings for china.

There are twenty new items in the extensive assortment of French china specialties at Blakeman & Henderson's. They differ in every particular from anything ever previously produced by this concern, and fully deserve to be characterized as novelties. The apparently inexhaustible creativeness of the artists and artisans in the Blakeman & Henderson factory is particularly emphasized by their new decorative conceits. One of the most radical has two apples as its subject. They are large, luscious red specimens which, when surrounded by equally natural-appearing leaves and branches, bear a wonderfully close resemblance to nature. "The Two Families" is the title of a study on plaques derived from a famous painting. A large white horse and its brown-coated colt are pictured with their heads and part of their bodies extending outside a stable door. Just beneath them is a basket of straw containing three dogs, the largest of which is affectionately licking the face of the horse. The scene is cleverly reproduced in every particular. A new sugar, cream, teapot, chocolate pot and chocolate cup, fashioned in Empire

style, are dainty and fashionable. A combination ice cream and salad set also deserves flattering mention.

Six new gas shades are among the acquisitions to the Consolidated Lamp and Glass Co's line. Among the several styles of ornamentation applied to them is an arctic finish that differs from any former treatment. A new pattern in the way of an all-glass lamp, to which is attached a paste-mold chimney, is also a fresh arrival. Another original conceit is a stalactite fashioned in the form of a bunch of grapes. It is equipped with air-holes for the use of an inverted light, and, being garbed in green or pearl, is really the first piece of ornamental glassware designed for inverted-light purposes. The same stalactite is produced without air-holes for electric uses.

C. L. Dwenger's lines are all ready, and a fine showing they make. The goods have always been noted for delicacy and tastefulness, and these characteristics are fully maintained this year. It is the "swellest" line he has ever had. Of course, the "Mistletoe" pattern stands out prominently and is meeting with the success it deserves.

In order to more thoroughly enhance the beauty of their salesroom, W. H. Dunn & Co. have carpeted the establishment in a light green tone that contrasts very pleasantly with its surroundings. The downstairs entrance to the showroom has been improved by the removal of the woodwork that formerly obstructed one's view up the stairway. These changes, together with the installation of three new show-cases, have provided the firm with a business home of which they may well be proud.

Thos G. Edge, New York representative of the Warwick China Co., has received samples of the new goods. Among them is a new oval dinner set which is very full, containing about everything from a notched casserole to a bone dish. A particularly dainty pattern is a festoon in green with rosebuds. It is as fetching a design as has been seen this season. There is a big line of vases, jugs and fancy pieces in a new red treatment.

Glass items that are designed for illuminating, ornamental and table purposes compose the exhibit from Henry G. Richardson & Sons' Wordsley Glass Works now ready for the scrutiny of merchants at Jas. Douglass's headquarters. The gas and electric shades present some of the most beautiful etchings ever shown in this market. They appear on pieces that are tinted with ruby, amber, blue and other tones quite as well as on the plain shades. In some instances the metallic or silver etching is combined with a cut pattern, and the effect is invariably rich and highly artistic. A cut glass portable with metal mountings and cut hall ceiling light are likewise

very beautiful. The cut decanters, many of which are designed with close attention to the Old Victorian style, represent one of the strongest features of the display. Vases adorned by amber or turquoise drops, opalescent garlands and matt gold designs are equally worthy of a visit from every buyer who desires to see something really worth while in glass.

Fensterer & Ruhe's exposition of French china samples from the factory of Plainemaison Freres is practically complete. The assortment embraces dinnerware, special sets, and a wide variety of fancy pieces, all of which are distinguished by not only refreshingly new shapes, but also a series of decorations that differ materially from anything previously shown in French china. The *tete-a-tete*, tea and boudoir sets, particularly, exploit excellent ideas in the way of colorings and designs. The German steins brought over by the firm also include some decorative novelties.

Thirty new shapes in decorated lamps, with either globes or domes attached, compose the 1907 product of Gill & Co. Many of the domes are supplemented by fringe. The hand-painted decorations which clothe these lamps exploit large floral types in most instances. A metal lamp obtainable in brushed brass or any of the other standard finishes is also a fresh acquisition to the line. The assortment of gas and electric portables includes about forty forms that are fresh in conception. They, too, are garbed in almost every desirable finish.

Hamburger & Co have brought out a new plain oval shape in French china which they have named "Dorothy," after Mr. Hamburger's oldest grandchild. The shape is full of graceful lines and bears some new and striking decorations. A little later something will be said about a new doll which the house is bringing out, and which promises to attract more than ordinary attention.

Paroutaud & Watson are ready for business with fine lines throughout. There are artistic combinations both in shape and color and new ideas in decorations never before seen in French china. The lines include dinner sets, fancy short lines and many fancy pieces, and the high standard characteristic of Pouyat china is thoroughly maintained.

Walter R. Wearn opened an entirely new line of stemware from the Cumberland Glass Co. this week, and shows a new etching on the Touraine shape—a rose with leaves in a very graceful pattern.

E J Ridgway has his samples all ready. The display of Minton plates is the handsomest he has ever made. New treatments are shown in many directions and there is a wealth of coloring and gold,

The designs are new, and lovers of fine china will have many good things to select from.

J. Palme has his lines well along and is showing some excellent things from the Saxe-Altenburg factory, which, by the way, is probably the largest china works in the world. His glass lines will, as usual, also command attention.

Robt Slimmon & Co., are showing an exceedingly attractive line of Royal Coleston china. The body and glaze are fine, and the decorations are in keeping. A feature not seen elsewhere is a raised figure running round the border which takes decorations well. Another new treatment is a raised gold edge with a garland of flowers. Aside from the dinner and tea ware, the line also contains a variety of small pieces, trinket sets, etc.

Three special compartments equipped with appropriate fixtures have been installed in Ignaz Strauss & Co.'s headquarters for the exposition of their Japanese porcelain cups and saucers. Six new tables covered with green felt have also been added to the establishment for the more satisfactory display of chocolate sets and sugars and creams from the land of the Mikado.

L. Straus & Sons are making a big showing from factory 1212. Some idea of the size of this line may be had when it is stated that it occupies one half of the German china room. It is replete with neat and pretty designs of short line tableware and useful goods. The decorations run from low-priced chromos up to and including some very excellent hand-painted work. The quality of the ware is exceptionally good, and the white and gold lines make an excellent showing. In Carlsbad dinnerware they have seven shapes and seventy-five patterns. Among the former the "Cleo" will attract attention. All these patterns are absolutely controlled. Their display of French, Hungarian, English—in short, all kinds of pottery and glass—is simply immense.

The Strobel & Wilken Co. are showing a remarkable line of vases from the Teplitz works. The body is a cream white and the decoration consists of a sprig of holly in relief, forming one of the most striking and unique effects ever seen on pottery. A line of Maremore china in parian effects, but with a velvet finish, includes busts, statuettes and vases. They also have a very attractive line of Hiedland goods in geometrical designs and bright colors.

There is a pronounced Egyptian character to the modeling of some of the new jardinières from S. A. Weller. These types, as compared with the modern idea of art in ceramics, are exceedingly odd, and it is in this that their greatest value lies. These Egyp-

tian forms are only seen in the matt green "jars." The same assortment also includes a unique pot that seems to have been fashioned entirely out of rhubarb leaves. Another is reproductive of a water lily. Entirely different from these pieces is a line of jardinières the body of which is studded with imitation jewels on a background of shaded green and gray tones.

J. H. Venon has one table in his wareroom to which buyers will gravitate without invitation. It is a small line of French dinnerware with encrusted borders and garland decorations which are in as perfect taste as it is possible to imagine. He has also a line of Swedish goods in bone china at such moderate price and in such harmony of color and shape that dealers will find them irresistible.

John Morgan & Sons, manufacturers of art glass shades and electroliers, have removed from 32 to 61 East Ninth street, where they are in possession of larger quarters.

Removal has been made of Scheuer & Co's headquarters for Japanese porcelains, bronzes, etc. from 568 to 489 Broadway.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Jan. 19, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 19, '07	Correspond- ing period 1906
Boston	57	87	256	429
New York	84	109	321	281
Baltimore	268	188	977	611
Philadelphia	2	....	97	27
New Orleans	11	218	376	213
Newport News		43	173	157
San Francisco	30	95	77	189
Portland (Me.)	124	44	814	122
Galveston	61	20	64	39
Portland (Or.) . . . . .	....	62	20	87
Inland Points		52	84	390
Total	687	858	2759	2445

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Jan 19, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 19 '07	Correspond- ing period 1906
New York	76	119	253	359
Boston	53	86	227	547
Philadelphia	8	....	78	2
Baltimore	268	188	840	669
San Francisco	30	95	77	109
New Orleans . . . . .	....	218	195	453
Portland (Me.)	97	44	167	121
Galveston	5	20	6	20
Newport News		43	173	43
Portland (Or.) . . . . .	....	62	20	87
Inland Points		54	26	939
Total	587	869	2062	3352

Import Samples Now Ready

 WE beg to invite the attention
of the trade to our Import
Display.

Months of preparation and
our efforts directed in making our
Import Display UNUSUALLY
attractive will well repay the
visit to our showrooms of those
coming to New York to place
Import orders.

Particular attention is invited
to our already well-known

KAISERIN MARIA THERESIA

CARLSBAD OPEN STOCK DINNERWARE.

KOSCHERAK BROS.,

29-31-33 PARK PLACE, - - - - NEW YORK.



Among the Potteries

Conditions here are very favorable. In addition to current demands some nice business has been booked for future delivery. The new price lists are said to be working like a charm. In many instances the jobbers, who are the largest buyers, are more pleased with the lists than the manufacturers. It cannot be denied that the business from the jobbers has shown a noticeable increase since the new lists became operative.

It is said that the Derry pottery, at Derry, Pa., will resume operations shortly, and will make hotel goods exclusively.

Improvements to the office of the D. E. McNicol Pottery have been completed, and the change is very satisfactory. The firm contemplate placing a new dinner set before the trade soon.

The shortage of gas continues to cause the manufacturers considerable annoyance, although a number of kilns have been changed to coal as fuel. Even decorating kilns are being remodeled so that coal can be used. Manufacturers are now rapidly catching up with shipments.

Most all the kilns at the Edwin M. Knowles pottery at Chester are being changed from gas to coal. This is the first time this plant has had to use coal for kiln-firing since it was placed in operation.

T. A. McNicol, of the Potters' Co-Operative Co., who has been spending a fortnight in the East, has returned to the home office with a book full of business.

From the amount of orders placed so far this season it is estimated that the American potters will do a million dollars more business in 1907 than in the preceding year.

Among the buyers here during the past week were A. S. Lawrence, of Cook & Lawrence, Cedar

Rapids Ia.; R. M. Slick and S. L. Sollberg, of Sioux City, Ia.; Morris Bloch, San Francisco; C. F. Brown, Chattanooga, Tenn.; S. B. Weller and A. D. Wagner, of Newton, Weller & Wagner Co., San Antonio, Tex. All placed heavier orders than last season.

The specialty business among the Western potters this year promises to be double that of 1906.

Secretary H. A. Keffer of the United States Potters' Association has completed his report of the recent convention at Washington, and printed copies will be forwarded to the manufacturers within a few weeks.

A new record price for packing straw was attained a few days ago when one manufacturer paid \$14 a ton for it.

George H. Davis has left for the West in the interest of the Potters' Co-Operative Co.

All the employes of the Buckeye plant of the Knowles, Taylor & Knowles Co. were off duty for several days last week because of the fact that the biscuit kilns were changed from gas to coal. The men have been forced to loaf at frequent intervals lately because of the lack of gas.

Geo. C. Thompson was elected president of the Board of Education at its annual meeting a few evenings ago. He succeeds O. C. Vodrey, also identified with the pottery interests of the city. W. E. Wells tendered his resignation as a member of the board because of his plans to remove to Newell, where a handsome home will be ready for the occupancy of himself and family inside of two months.

Talk about faithful operatives! Wm. Rowe, boss kiln foreman at the Goodwin pottery, has been there for thirty-six years, and Geo. H. Barnhart has been in the same concern's employ for thirty years.

In view of the decision to abandon the Trenton suggested exhibit of American pottery at Jamestown, it is altogether likely that the Trenton manufacturers will have no representation at all at that exposition. Had the idea of a joint display with the Western firms been adopted, the local concerns would probably have made a pretty extensive showing

Visitors to the local pottery district last Saturday were Peter O'Neill, buyer for Snellenburg & Co, Philadelphia, and Ed. J. Burdett, assistant to his father at Macy's, New York city.

Jesse Dean has evolved one of the most radical and artistic decorative creations in the history of the industry. The body of the ware, which is of French china, is clothed in a matt bronze color, while the design is worked out in chased gold. The effort is indescribably rich.

Frederic A. Duggan, owner of the Imperial Porcelain Works, which was destroyed by fire last Sunday, purchased the Excelsior pottery on Tuesday. He took possession the next morning and began the rearrangement of the plant for the purpose of electrical porcelain manufacture. The Excelsior was up to a year or so ago known as the East Trenton Pottery, being operated then by the Cook Pottery Co. Since it was purchased by Wm. H. Cook and Geo. W. Page the factory has been devoted to the production of sanitary goods. Whether Messrs Cook and Page will remain in the pottery business is at present doubtful.

At the recent annual meeting of East Palestine, the East Palestine Pottery Co. the following were elected directors: W. C. Chamberlin, W. E. Wallace, W. S. George, Thos. Atchison and R. N. Chamberlin. They will meet this week for the purpose of organizing.

The sale of the Columbus Pottery Co's six kiln plant will take place at ten o'clock next Tuesday morning in the court-house. Frank M. Raymund, trustee, will be in charge. It is claimed that the plant cost in the neighborhood of \$150,000.

IN THE HOUSEFURNISHING WORLD.

Maurer Bros.' department store, Appleton, Wis., was destroyed recently by fire.

A suit has been filed for a receiver for the Perfection Broom Co., Indianapolis, Ind.

The stock of the Home Furnishing Co, Ottawa, Can., was destroyed recently by fire.

The Bacon-Chappell Co., department store, Syracuse, has been incorporated by F. E. Bacon, C. E.

Chappell, J. F. Sheridan, W. B. Persse and C. F. Green. Capital, \$200,000.

The department store of A. Glasscheib, Scranton, Pa., was destroyed by fire recently.

A factory has just been started in Carson City, Col., by the Colorado Broom Mfg Co.

B. C. Carpenter & Co.'s department store, Wilkes-barre, Pa., was destroyed by fire recently.

Incorporation papers have been filed by McAtee, Leyddane & Ray, Owensborough, Ky., department store proprietors. Capital, \$75,000.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N. Y.

WE SOLICIT YOUR BUSINESS ON THE MERIT OF OUR GOODS.

DECORATED DINNER,
TOILET WARES and
ARTISTIC NOVELTIES.

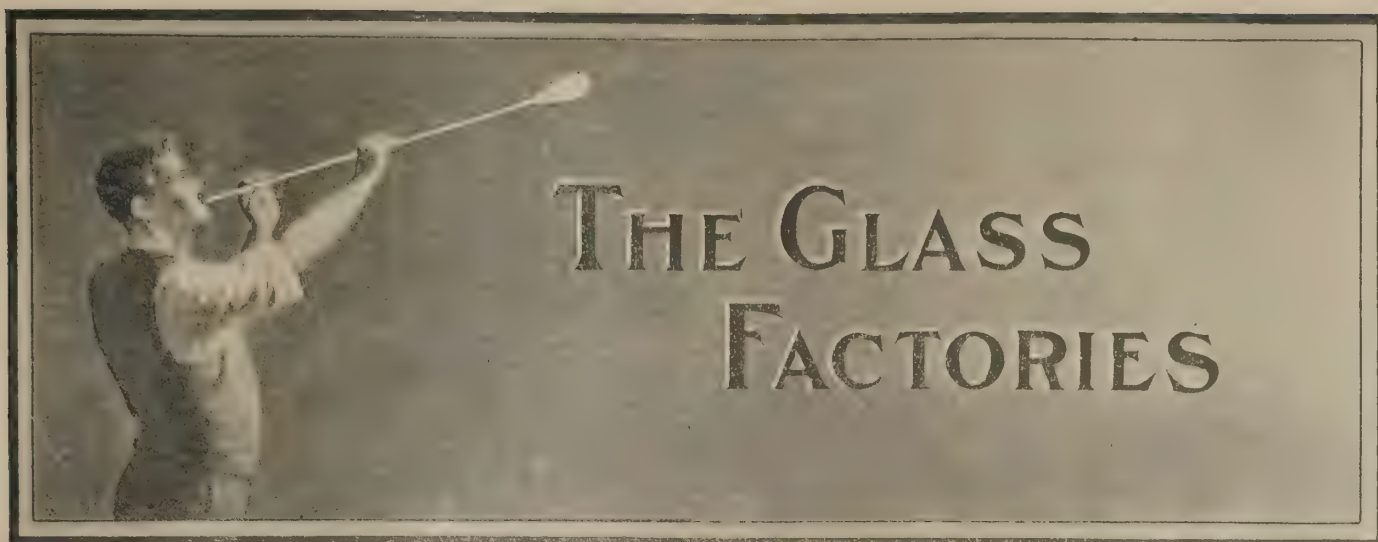
Huntington China Co.,

HUNTINGTON, W. VA.

"Producers of Porcelaine for Particular People."

Pittsburg Office:
Union Potteries Co.,
Farmers' Bank Bldg.

Cincinnati Office:
Union Trust Bldg.



Pittsburgh and Vicinity. All the factories are running to their capacity, and a greater volume of business is being cared for at this season than for several years past. For new lines good prices are being obtained, and for staples the lists are being adhered to closely.

It is stated that the annual crockery and glass exhibit here cost the manufacturers over \$10,000.

The feather cut line of the Cambridge Glass Co. proved a winner. A. W. Boggs has gone to Chicago to take care of the Western office of this company.

F. B. Lawrence, of the Fostoria Glass Co., says that the Pittsburgh exhibit this year brought more business to the company than ever before.

Some exceedingly heavy orders have been placed during the past three weeks for lamps. Salesmen report the business far ahead of that for January, 1906.

Indications for good business this month are most favorable. Office managers assert that there is no let-up in orders for new goods.

The closing week of the exhibit saw the following buyers here on their way to New York: Fred Pfeiffer, Peoria; Archie Lawrence, of Cook & Lawrence, Cedar Rapids; C. H. Becker, Dubuque; Fred Brinsmaid, of Brinsmaid & Co., Des Moines; Morris Bloch, with The Anglo-American Co., San Francisco; F. H. Blankenmeister, of Blankenmeister & Son, St. Louis; Joseph Moses, with Abe Mayer & Co., New Orleans; S. B. Weller and A. D. Wagner, of Newton, Weller & Wagner, San Antonio; Col. C. L. Knapp, Leavenworth; Fred Johnson, with Webb, Freyschlag Mercantile Co., Kansas City; C. Gray, with Cincinnati Glass and China Co.; M. Rosenberg, with M. Sellers & Co., Portland, Tacoma and Seattle; Arthur Pohlman, with Daniel Fisher Stores Co., Denver; Mr. Sohm, of

Sohm, Ricker & Weisenhorn Co., Quincy, Ill.; George Wheelock of Wheelock & Co., South Bend, Ind.; T. A. Wood, with Western Bar Bottle Supply Co., Denver; George L. Lobsitz, with W. T. Knott Syndicate, New York; H. P. Newcomb, with Joslin Dry Goods Co., Denver; P. J. Bornstein, of Bornstein, Sons & Co., Seattle; S. S. Sollberg, with Sioux City Crockery Co.; Harry Tonner, with I. Sulzbacher, Steubenville; Max Kauffman, Bellefontaine, O.; A. B. Kauffman, Lebanon, O.; I. Kauffman, Wilmington, O.; J. C. Dunn, Wichita, Kas.; Mr. Hinchcliffe, with Merchants' Stamp Co., Cleveland; John Patterson, with George Cooke Crockery Co., St. Joseph; Will Westerman, with Western China and Glass Co., St. Louis; J. C. Hulmes, Kansas City.

Instead of shipping mirrors and display stands back to the factories several firms got together and rented a large room in which to store them until wanted next season.

At the recent annual meeting of **Moundsville, W. Va.** Fostoria Glass Co. the old board of directors was re-elected, viz., W. A. B. Dalzell, J. J. Kerns, J. B. Graham, J. M. Vance, John J. Jones, W. S. Brady and Dr. F. A. Hildreth.

Honesdale, Pa. Herbeck & Demer, the cut glass manufacturers, have purchased the Honesdale armory for \$6,000, and expect to occupy it not later than March 1. They have been cramped for room for some time, but the acquisition of this building will undoubtedly relieve the trouble.

It is understood that the McKee-**Brilliant, O.** Deiters Glass Co. will remove its decorated glassware plant to Cambridge, where a site and bonus have been offered.

BUSINESS BRIEFS.

A charter has been secured by the Long Beach, Cal., Glass M'f'g Co. Capital, \$300,000

The Paragon Gas Mantle Manufacturing Co., Buffalo, N. Y., has been incorporated. Capital, \$3,200.

The Anchor Metal Novelty Co., this city, has been incorporated to manufacture metal toys, novelties, etc. Capital, \$10,000.

Chicago Light and Equipment Co., Camden, N. J., has been incorporated to manufacture lamps, fixtures, etc. Capital, \$500,000.

Interstate Silver Co., Jersey City, N. J., manufacturing silver and silver-plated ware, has been incorporated. Capital, \$25,000.

David Eliowich, wholesale china and glass dealer, 110 Bowery, this city, has been discharged from bankruptcy. Liabilities, \$65,632.

The Legrand Bronze Co., Bayonne, N. J., has been incorporated to manufacture and cast bronze and other metals. Capital, \$300,000.

The Perfected Inverted Light and Mfg. Co., Buffalo, has been incorporated to deal in inverted incandescent gas burners. Capital, \$20,000

The Empire Gas Fixtures Co. and Max and Isadore Israel, also dealers in gas fixtures, 62 Elizabeth street, this city, suffered total losses through fire recently

Hanaw Bros. have leased the three story building at No. 6 North Water street, Mobile, Ala., for the purpose of conducting an importing jobbing business in crockery.

Fred McCurdy, crockery merchant in Yarmouth, N. S., made an assignment recently. Jonathan Horton, who was appointed assignee, is now endeavoring to sell the stock and fixtures.

Chas. L. Brookheim, receiver for Ike Wollman, dealer in crockery, glassware, housefurnishings, etc., at 29 Carmine street, this city, has authorized the sale at public auction this week of Wollman's stock.

It is intended to open the new Bon Marche department store in Los Angeles, Cal., on March 1. It is owned by the Le. Sage Bros. Co. Crockery, glass and housefurnishings are to be carried in the basement

It is intended by the Bloch Queensware Co., Ft. Smith, Ark., to erect a new building soon, because of the inadequate size of its present quarters. The structure will occupy a site about 75 feet wide and 140 feet deep.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—On salary, to sell high-class art ware to jewelry and art stores, etc. A man having had experience with Zanesville art ware preferred. Address, giving salary expected and full particulars, PERSONAL "5," this office.

SITUATIONS WANTED.

CUT GLASS SALESMAN—Position desired as indoor or road salesman by young man thoroughly acquainted with cut glass business. Four years' experience. Can furnish excellent references. Address Box 449, this office.

POSITION as traveling salesman with American or English concern desired by gentleman with many years' experience and extensive acquaintance in trade. Familiar with pottery, glass and lamps. Eastern territory preferred. Address HUSTLER, this office.

FOR SALE.

FOR SALE—Complete cut glass plant containing thirty-seven stands, spindles and stones, shafting, pulleys, belting, complete acid room, work benches. About \$400 worth of blanks, office fixtures, sample trunks, gas engine, etc. Will be sold in parts or complete, as desired, at a bargain if sold at once. Address Box 451, this office.

FOR RENT.

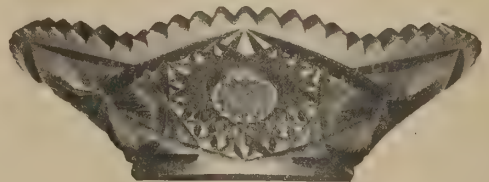
FOR RENT, IN HAMBURG—An apartment of five rooms, kitchen, etc.—well furnished—in one of the best quarters of the city. Suitable for Americans who spend a few months on the Continent and prefer home to hotel life. MRS. AHRENS, Schrodersht, 5 1 | 1, Hamburg, Germany.

FRY CUT GLASS

Highest Honors at Lewis & Clark Exposition.

NEW SHAPES AND DESIGNS.

Cut Glass that went to the front with a rush. An order now will bring an order later.



4028. 9 1-2 in. Bowl, "Winner."

If Cut Glass can be made better, Fry Glass Co. will make it. BUY IT.

F. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

The A. L. Blackmer Co.
MANUFACTURERS OF
HIGH GRADE CUT GLASS
New Bedford, Mass.

AN ANNOUNCEMENT TO THE CUT GLASS BUYER.

New Bedford, Mass., February 14, 1907.

We take pleasure in announcing to you that our Mr. A. L. Blackmer will be at the Fifth Avenue Hotel, New York City, Room No. 12, for the month of February with a large line of Cut Glass Samples in absolutely new shapes and patterns.

These articles comprise some very elaborate and beautiful effects which have never before been brought out in Cut Glass, as well as a large line of popular-priced articles which will appeal to every seeker of an effective display at small cost.

We most respectfully solicit an inspection of our product before placing your orders for either immediate or future wants in the Cut Glass line.

Very truly,

The A. L. Blackmer Co.

Pouyat China



MERE WORDS

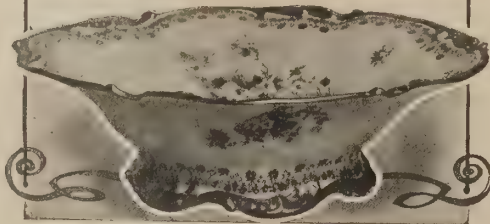
will not express an adequate idea of the attractive character of

POUYAT CHINA.

If they convey to you our invitation to call and inspect the brilliant sample lines for the present import season they will have accomplished all that we desire.

The new shapes and decors will complete the story.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

THE WEDGWOOD CHINA SERVICE PLATES

I now have on view will amply repay your inspection. Manufactured by Josiah Wedgwood & Sons, Ltd., Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L
MOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

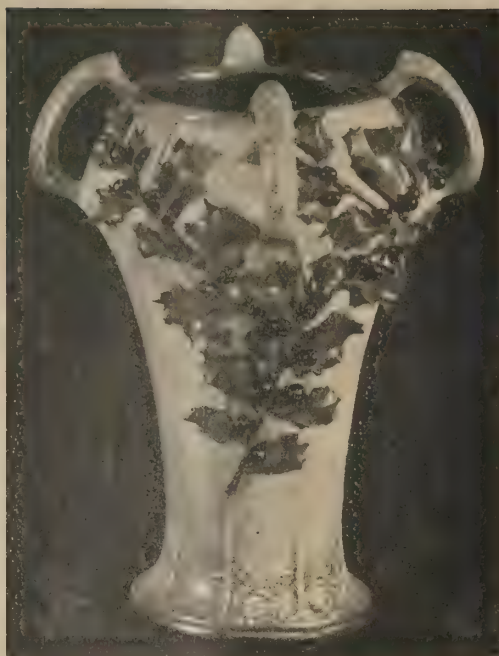
HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



Our display of Art Pottery includes a line of

— TEPLITZ VASES —

with the raised Holly decoration (originated by us) in a variety of striking shapes. They are most artistically executed, although sold at popular prices, and have won the admiration of every buyer who has seen them.

“MARMOR PORZELAN,” in Busts and Vases, is another of our leading lines of ornaments.

Would like to persuade you to look them over.

*We are quite ready with our complete lines of
CHINA, BRIC-A-BRAC and FANCY GOODS.*

Wonders in Dinner and Fancy Table Ware.

The STROBEL & WILKEN CO.,

591 Broadway, New York.

The Final Touches Being Applied.

Come in, any time now.

Before you have finished your critical examination the final touches will have been completed.

The show is on.

Such a splendid array of China, Art Pottery, Fancy Glass, Clocks, Bronzes, Toys and Dolls for import has never before been collected under a single roof.

The early visitors have said so, and our own knowledge of ceramics and crystals assures us 'tis so.

We await your criticism.

Dawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Bassett China.

The only one of the
leading brands of
china that IS NOT
AND WILL NOT
BE SOLD BY CAT-
ALOGUE HOUSES.

Bassett China.

JOHN DAVISON,

12 Barclay St.,

New York,

===== SOLE AGENT FOR =====

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

=====

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

FENSTERER & RUHE,

Importers Glass and Chinaware,

NEW YORK, - - - 47 MURRAY STREET.

BLANKS FOR CUTTING.

G Fensterer, Berlin.

W H Warrington, Toronto, 18 E Front

C. DORFLINGER & SONS, ³⁵ MURRAY ST NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

The Knowles, Taylor & Knowles Company

respectfully announce to the trade that

Mr. Cecil E. Taylor

will be at the

FIFTH AVENUE HOTEL, NEW YORK,

with a full line of our samples,

February 10th to 25th inclusive.

OUR goods are so well known as to need no special mention, except to say that they still continue to occupy the leading place.

DINNER **“RAMONA”** SHAPE.

The sensation of the season in crockery circles is the “Ramona.” The most attractive set made in Semi-Porcelain is the “Ramona.” Of course our other good shapes are winners. Call on Mr. Taylor and see the whole line.

The Knowles, Taylor & Knowles Co.,

East Liverpool, Ohio, U. S. A.



E. W. DONATH

Fine Hand - Painted China

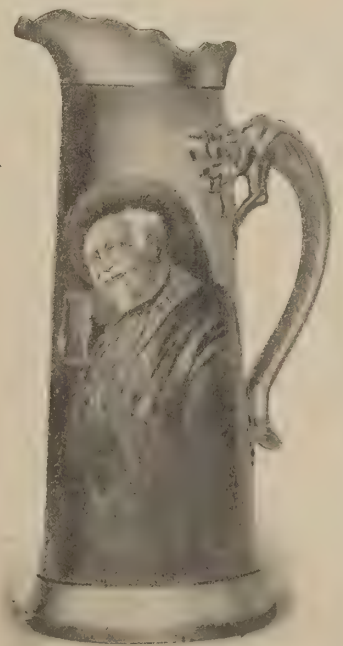
16 BURTON PLACE
CHICAGO, ILL.

I shall display an unusually large and attractive line of Hand-Painted China at the Bartholdi Hotel from February 10 to March 1.

Shape, Quality and Decoration are the points of superiority claimed for this line.

Yours respectfully,

J. A. DIRKSEN.



"For 30 years the World's Standard."

AGATE NICKEL-STEEL WARE

COOKING UTENSILS.



BEWARE OF IMITATIONS.
Each genuine article has
this TRADE MARK 
burnt in the enamel and
GUARANTEED FOR 5 YEARS.



Manufactured by

LALANCE & GROSJEAN MFG. CO.,

Chicago.

NEW YORK.

Boston.

The Koscherak Import Lines for 1907

Our display of import samples of China, Art Pottery, Useful and Decorative Fancy Glassware and Specialties is now ready.

It is a collection of the best things from the best factories in Europe—all under one roof.

To visit these showrooms is like a trip to the Continent, minus the picturesque scenery and the expense.

You are cordially invited to make the trip.

Special attention is directed to our

Kaiserin Maria Theresia Dinnerware

—the greatest dinnerware line in the market. Limoges quality—Carlsbad prices. Six of the patterns are shown in colors in a circular we should like to send you. Write for prices. They will certainly astonish you.

Koscherak Brothers

29, 31 and 33 Park Place, New York

IMPORT 1907.

WE are pleased to announce that **OUR IMPORT DISPLAY** is now ready. The lines from our Factories at **LIMOGES and CARLSBAD** are more beautiful than ever and again contain a number of new and startling features.

We also call attention to our entirely new line of Fancy Goods from the old and well-known factory of **C. G. SCHIERHOLZ & SOHN, Plaue, Thuringia.**

These lines are controlled by us and cannot be found elsewhere.

CHARLES AHRENFELDT & SON

50, 52 and 54 Murray St., New York.



NEW YORK, FEB. 14, 1907.

THE CONDITION OF BUSINESS.

With the city full of buyers, all eager New York to place their orders, conditions are favorable for a big business. Nearly every one so far has increased his bills, and it is the universal opinion that 1907 is to be the banner year of the trade. The only drawback to the successful outcome of this supposition is the possibility that the foreign manufacturers may not be able to fill their orders. Many of the big buyers realized this, and in a quiet way placed large demands for staples late in December and early in January. Add to this the heavy buying now, and it is almost inevitable that some of the factories will be filled up in short order.

German goods are unusually attractive this year, and the demand is enormous.

English earthenware is in active request. Some of the factories cannot guarantee deliveries before June or July, and others will soon be in a like condition. There is also a big business being done in English china, and early orders are advised.

The demand for French goods is excellent—spring buying opening in a very satisfactory manner. The popularity of the better grades is increasing every year.

The American potters are loaded with orders, and the season has not really opened for them yet. With

the factories near at hand, buyers are apt to wait until the last minute, thinking they can receive the goods on twenty-four hours' notice. Under present conditions it will be well for them to think differently.

The glass men are doing a very good business. The orders placed in New York will rival those of Pittsburgh—in fact, will exceed them numerically. Cut glass is going to be more popular than ever, and business is very brisk with manufacturers.

The lamp trade is good on jobbing lines, all things considered. Aspirants for favors are fewer than usual; consequently, individually they are getting better orders than last year.

In housefurnishings things are booming. Many manufacturers have hardly caught up with last year's orders yet, and with new business added are rushed to the utmost.

While retail trade throughout the country is reported good, the same cannot be said of the metropolitan district. Weather conditions are possibly responsible for this, and a change is bound to come soon. In a short time the wholesalers will no longer have cause to complain of the paucity of orders from the local dealers. Stock-taking with the latter is now over, and replenishment is inevitable.

With an abundance of orders on file and **Trenton.** no serious impediments to manufacture confronting them, the local potteries are enjoying what is possibly the best spring business in the history of the trade here. Some embarrassment has been occasioned in recent weeks by delays in the arrival of clay from the mines, and also in the shipment of goods, particularly to Western points. But both of these obstacles seem to have been very largely overcome. The road salesmen are doing splendidly in every market. The East, which was rather disappointing last fall, has recovered from its buying lethargy and is now ordering briskly.

Taking it all in all, the past week **Pittsburgh** has been a good one for orders. **and Vicinity.** Sales managers are elated, for it was expected there would be something of a let-up during February. Both city and country collections are said to be excellent—evidence that dealers are making good sales.

Unlike a year ago, pottery manu-
East Liverpool facturers are not complaining
and Vicinity. about business this season. The brisk January trade is continuing through February, and the manner in which traveling salesmen are taking business indicates that many of the dealers are short of stocks. Western business is very good, and considerably larger than last year. Southern business is also showing up well, and from this part of the country salesmen report that a better grade of goods is being purchased.

THE IRVING NATIONAL EXCHANGE BANK.

THE statement of the consolidated business of the New York National Exchange Bank and Irving National Bank affords an idea of what a large business will be done by the Irving National Exchange Bank when the merger of the two institutions becomes effective. The deposits aggregate \$19,586,670, and the total resources \$24,038,700. The outstanding loans and discounts amount to \$16,171,497, and the cash on hand is \$5,487,525. The combined capital is \$1,000,000, and the surplus and net profits \$1,025,571. In connection with the merger of the Irving and New York National Exchange banks, it may be stated that during the past three years no losses have been incurred by the latter, and at the same time current assets have been brought to a close. Liquid condition with available quick reserves increased by fully 15 per cent., and during all of this period in no week has the bank reported its cash reserve below the required 25 per cent., a showing equaled by only three or four of the other Clearing House banks.

It is needless to say that all of the officers responsible for this remarkable showing, viz., Lewis E. Pier-

son, president; James E. Nichols, vice-president; Rollin P. Grant, cashier, and David H. G. Penny, assistant cashier, have been taken into the consolidation.—*Financial Age*.

A CHANCE FOR THE RIGHT MAN.

THE U. S. Civil Service Commission announces an examination on Feb. 25, at Brooklyn, to secure eligibles from which to make certification to fill a vacancy in the position of examiner of crockery in the office of the Appraiser of Merchandise at the Port of New York, at \$2,500 per annum, and similar vacancies as they may occur. The examination will consist of the subjects mentioned below.

1. Practical tests	50
2. Arithmetic (fractions, percentage, interest, discount, analysis, and conversion of currency) ..	5
3. Penmanship	5
4. Letter writing (competitors will be permitted to select one of two subjects given)	5
5. Experience.....	35
Total.....	100

Competitors who fail to attain a rating of 70 per cent in the practical tests will not be rated upon the remaining subjects. Applicants should at once apply to the secretary of the board of examiners, Custom House, New York, for application form 1093. No application will be accepted unless properly executed and filed, in complete form, with such secretary prior to the hour of closing business on February 21, 1907.

THEIR HOST SPREAD HIMSELF.

PRIOR to their departure from Pittsburgh at the close of the exhibit a number of the salesmen who had been quartered at the Monongahela House were the guests at a dinner arranged by Manager Kelly. The duties of toastmaster were capably discharged by A. W. Boggs, who insisted upon every diner contributing either by song, story or speech to the enjoyment of the occasion. Besides Mr. Kelly, the following were present: M J Adams, F B Bannister, A W Boggs, Peter Brady, Jule Braun, Isaac Collins, W L Gaston, Ira Fickes, S Q Hamilton, B W Jacobs, J G Kaufmann, F B Lawrence, Walter B Lindsay, W C Lynch, A F Neideck, Carl Northwood, S O Paull, Percy Pownell, Geo Pugh, Geo O Ruehl, H E Simpson and H B Whitney.

WAITIN' AT THE GATE.

IT all came about because Hugh Hardy Dignam, first assistant to George Anthony, with A. Loesser & Co., Brooklyn, had expressed a strong desire to have his membership card of the Pottery, Glass and Brass Salesmen's Association made out with the alliterative initials H. H. The seductive missionaries

had folded his cinq simoleons into the treasury, but the credentials were not forthcoming because Joseph the scribe had spoiled the signed card by trying to change the full name into H. H.—which might stand for Helen Hunt, Hank Hunker, or a hundred other handles. Meanwhile Brother Dignam began to suspect bunco in the interest of sundry and divers keepers of lobster palaces and places where glass blowers most do congregate. So strong did this suspicion grow upon him that there was no inward peace until he had sent Josephus the following note. This is the very note:

I. Now, about this time there was great prosperity in the land.

that he came to the house of Dignam, and thus did he speak:

VIII. "Come with us and we will do thee good; give us thy silver, that thou mayst be one of us."

IX. And straightway Dignam sent his messenger to Charles the Potter, and thus spake the messenger to the wise man:

X. "My master hath much use for his silver, yet had me bring hither unto thee these five pieces that he may be one of you."

XI. And it was the twelfth month and the twelfth day of the month.

XII. And lo and behold, it came to pass that on the twenty-seventh day of the twelfth month there was a gathering of all the wise men at the house of one named Astor, and with much feasting and drinking of wine and with song and jest did they all make merry; and those that did eat were about ten score.



A CORNER IN BOGGS & BUHL'S WAREROOM, ALLEGHENY, PA.

II. And certain of the rulers and wise men conspired among themselves, saying:

III. Lo, the harvests are abundant, and large flocks of sheep and goats cover many hills. Let us go out and possess them.

IV. And straightway they took council among themselves, for the sheep and goats were exceeding fine.

V. And when they were thus met together, Harry the Coppersmith, surnamed Mirrielees, and Josephus the Scribe, called O'Gorman, and Charles the Potter, surnamed Louwelsa, divided the country round about among them, each according to his likes.

VI. And it came to pass, when it was thus settled among themselves, that Harry the Coppersmith took his ass and journeyed in the land called Brooklyn, saying, "My home is in that land; there will I have much weight with my neighbors."

VII. And it came to pass in the twelfth month

XIII. And it came to pass that in his journeying about the country Harry the Coppersmith came again upon Dignam and with much show of friendly feeling did greet him.

XIV. Now, Dignam, being a patient man, listened with deep concern to the words of wisdom as they fell from the lips of this wise man.

XV. And when he had finished speaking answered him thus:

XVI. "My five pieces of silver you have taken from me and nought have you given me in return, and much I fear you have wasted it in feasting and in the drinking of much wine. Give unto me that which you promised, or return to me my silver and go your way."

XVII. The wise man answered him, saying: 'Knowest thou not that Josephus the Scribe has been appointed keeper of all moneys? See thou him.' And straightway he took his way.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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NEW YORK FEB. 14 1907

THE AGITATION AGAINST TIPPING.

THE legislative movement to exterminate the tipping evil in this country is spreading. Imitating the example of Assemblyman Stubbs, of Missouri, whose measure recently passed the Senate and House of that State by a large majority, Mr. Adams has introduced a similar bill in the Pennsylvania Legislature, and the newspapers report that the sentiment of Mr. Adams' fellow-lawmakers seems to be favorable to the passage of the act. The Missouri measure provides for the imposition of a fine from \$5 to \$500 upon every person who proffers a tip to any waiter, porter, Pullman car attendant or other servant. The Pennsylvania bill fixes the penalty at \$100 or imprisonment for sixty days, or both, in the discretion of the court.

Whether or not legislation is capable of abolishing the nuisance is somewhat doubtful, for it usually requires a change in public sentiment to correct evils of this kind. There is little or no question concerning the public attitude with regard to tipping. But it is not so certain that the givers of tips have the courage to discontinue the practice.

Tipping is essentially un-American. It not only debases those who occupy the position of self-respecting servants to the level of menial servility, but it fosters class distinctions that are contrary to the American ideal of true citizenship.

No one experiences the annoyance, expense and embarrassment traceable to tipping more than the

traveling salesman. His business requirements bring him into personal contact with not only the hotel waiter, but also the porter, the Pullman car attendant, the baggage office employee, the hotel bell-boy, and others whose services the ordinary traveler does not require. Experience has taught him that the cheeriness of the servant's disposition and the degree of satisfaction with which he cares for his patron's comfort are measured by the amount of the tip that he has been led to expect. The persons who are either unwilling or unable to give tips are often obliged to suffer from want of attention and improper service.

The public's sufferance and encouragement of tipping has prompted some hotel and cafe proprietors to reserve for themselves the wages that ought to go to their waiters, porters and bell-boys. The burden of paying these servants, therefore, devolves upon the public, who thereby pay twice for what they receive. In other cases the servants do not profit by the injudicious liberality of their patrons. In at least one hotel in New York the proprietor has on his payroll a young man whose duty it is to keep tabs on the tips given. The servants must report to this young man at the end of the day and turn over to him every penny received. The proprietor in turn adds these tips to his personal bank-roll. He retains his employes in the face of this practice simply because he pays them unusually good wages. The people who patronize that hotel, therefore, not only pay generously for their accommodations, but also tip their already wealthy host into the bargain.

No matter from what viewpoint, tipping is a type of graft that is mean, petty and degrading. It ought to be abolished, and it is our fervent hope that the Missouri and Pennsylvania legislative precedents will help to accomplish the desired object.

PERSONAL.

ABOUT a week ago Walter R. Wearn became convinced that his office force at 25 West Broadway, this city, required an acquisition in the person of a feminine stenographer. Less than hour after he had communicated this opinion to a prominent Broadway concern dealing in such articles, varying types of the gentler sex began to hotfoot it in the direction of the Wearn haven of industry. Like trouble, these applicants usually traveled in pairs, and the fact made an already unpleasant task even more undesirable for Walter; but he stuck manfully to his guns, and turned down his fair visitors just as promptly as they convinced him of their unfitness for the job. He weakened perceptibly after the number of applicants had reached twenty, and just after dismissing the twenty-second he is reported to have been in a state of collapse. The twenty-third caller is expected to land the berth

without being obliged to answer a single question. Her number has won for her where feminine strategy would have failed.



Thos. F. Turner and John Ryder, Jr., have gone Southward with samples from Bawo & Dotter. Mr. Turner is to visit the most distant points



Louis Cruveilher, a new acquisition to Bawo & Dotter's road staff, opened his first tour in that house's behalf this week. Baltimore was the first stop. Mr. Cruveilher is carrying French china exclusively.



W. L. Briggs, the well-known French importer, met with a great bereavement in the loss of his wife by death on Monday last. Mrs. Briggs had been ill for about two weeks. She was an estimable lady, much beloved by all who knew her, and her death will bring sorrow to many hearts



Harry E. Buermeyer has been added to the selling force of L. D. Bloch & Co.



H. A. Koll and F. J. Gunther, who are the respective managers of the china and toy departments of A. Hamburger's Sons, Los Angeles, arrived in New York early this week en route to Europe. They sail in a couple of days.



In the list of changes of positions by salesmen during '1906, which appeared in last week's issue, an omission was made in the case of J. R. Aiken. The latter was referred to as having engaged with E. Bergman & Son, this city. That statement was true enough, but the relationship lasted only about three months, and Mr. Aiken is now with the Roseville Pottery Co., being identified with the New York office.



Elmer I. Hughes, with the Ceramic Importing Co., returned on Monday from a New England ramble and is spending the balance of the week at the firm's local headquarters. Next week he directs his footsteps towards the West.



Registered at the Hotel Knickerbocker for about ten days is C. E. Wheelock, who is here to buy for C. E. Wheelock & Co., Peoria, Ill.



Louis Klayf sails for Europe on the Amerika Saturday, to buy goods for Bloomingdale Bros.



E. E. Hamblin no longer manages the china department of Gimbel Bros., Philadelphia. His withdrawal last Saturday was caused by the determination of the firm to have Henry J. Knatz do the buying in the future for this as well as their store in Milwaukee, with which he has been connected for some years. Mr. Knatz sails for Europe next Saturday on a buy-

ing mission. Mr. Hamblin's plans have not yet been made known.



For the past two weeks W. S. Creveling has been confined to his apartments uptown as a result of an attack of erysipelas. The attending physician hopes to have his patient ready for a return to the road with the Taylor, Smith & Taylor Co.'s line in a few days. Mr. Creveling was writing business in New England when prostrated.



Horace P. Hunt is in town preparing for the opening at the Broadway Central Hotel next Monday of a sample display of import china and novelties from C. E. Wheelock & Co., Peoria, Ill. Mr. Hunt's stay at the hotel will occupy three weeks.



E. P. Davis has become manager of the house-furnishing goods department in Prager's, San-Francisco, Cal., succeeding Mr. Moore.



A. L. Brunn will be in New Orleans and other large cities of the South the balance of the winter looking into trade conditions with a view of establishing a Southern sales office for the Pittsburgh Lamp, Brass and Glass Co.



John P. Euler has accepted a position with the Mitchell, Woodbury Co. in Boston. He will be connected with the cut glass department of that concern and is to occasionally make a tour of New England. Mr. Euler, who assumes his new duties next Monday, has heretofore been attached to the New York sales-room of the J. D. Bergen Glass Co.



Leon Hoage has returned from a month's skirmish through New England and part of the West with Jas. Douglass's line of English goods. After a brief stay at home he is to open an even longer trip.



Olander Higbee, of Bryce, Higbee & Co., came on from Pittsburgh a few days ago to take care of some business matters of interest to his concern. The still unsettled state of the company's affairs, because of the recent death of John B. Higbee, has prevented the appointment of a successor to the late Henry C. Ranney, formerly the New York representative of the firm.



P. J. Carroll has given up the management of Wise, Smith & Co.'s china department in Hartford, Conn. The firm has not announced the selection of his successor.



Since his arrival in Meriden, Conn., Chas. B. Bergen, who resigned the management of the J. D. Bergen Glass Co.'s New York office on Feb. 1, has been under treatment for an attack of the grip. When he fully recovers it is believed that "Charley"

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will accept a position of authority in the factory of J J. Niland & Co, where his thorough knowledge of cut glass will make him even more valuable than if he were engaged solely in a selling capacity.



Chas. Ott, of the Eagle Glass and M'fg Co., has returned to the factory in Wellsburg, W Va, after spending several days here.



C. S. Colgrove, buyer for the Stone-Fisher Co., Seattle and Tacoma, Wash, will be at the Lexington Hotel until March. He buys china, glass, dolls, toys, trunks and numerous other articles, and as a consequence is kept pretty busy.



Wm. H. Oddie is in town making selections for the china department that he is to open April 1 in the new and handsome store of Wm. Taylor, Sons & Co, Cleveland. An idea of the extent and elaborateness of this department may be obtained from the fact that the fixtures now being installed there cost \$22,000. Mr. Oddie, as is pretty generally known, was for many years engaged in a similar capacity, with Schuneman & Evans, of St. Paul.



Wm. Corcoran, president of the Empire Cut Glass Co., Flemington, N. J. greeted friends in the District a few days ago.



Geo. Kassowitz has succeeded Miss Elias as buyer of china and housefurnishings for L. Lauchheimer & Co., at 86th street and Third avenue, this city. Henry Frank is the new buyer of cut glass for the same house.



Harry L. Seixas, with Edw Boote, came home last week from a tour through New England and a portion of the Middle West. His stay was brief, for he has again sallied forth on an expedition through New York State.



D C. Durham, of the Gilreath Durham Co., Greenville, S C., will be at the Hotel Wolcott, 31st street, near Fifth avenue, for the next three weeks. His mission is to place import orders.



Word comes from Bridgeport, Conn., that Geo. M. Goulden, buyer for D. M. Read & Co, that city, is arranging to go South for a two months' rest. Mr. Goulden's health has been impaired for some time, and his physician advised that relief from business cares is absolutely necessary.



After a protracted absence from the District, A. S Williams greeted friends here a few days ago. Mr. Williams, who was formerly connected with the Syndicate Trading Co., this city, has just recovered

from an attack of pneumonia. He is now in correspondence with a couple of prominent retail stores with the idea of resuming his old duties as buyer of china and glassware.



Chas Streiff, who has been at the factory of Wm. Guerin & Co, Limoges, arrived home on Tuesday on the steamer Finland.



Chas. Sparks, general manager of the Scruggs-Vandervoort-Barney Dry Goods Co, St. Louis, is due in New York within a few days. Louis F. Meyer, buyer of china for the same concern, expects to reach here before the end of the month.



Elbridge L. Howe has become merchandise manager for the McCurdy-Norwell Co., Rochester, N. Y. He was formerly the head of the Howe & Stetson Co, New Haven, Conn.



Daniel B. Strickland has been appointed general superintendent for the R. H. White Co., Boston. During the past three years Mr. Strickland has been superintendent for Mandel Bros., Chicago.



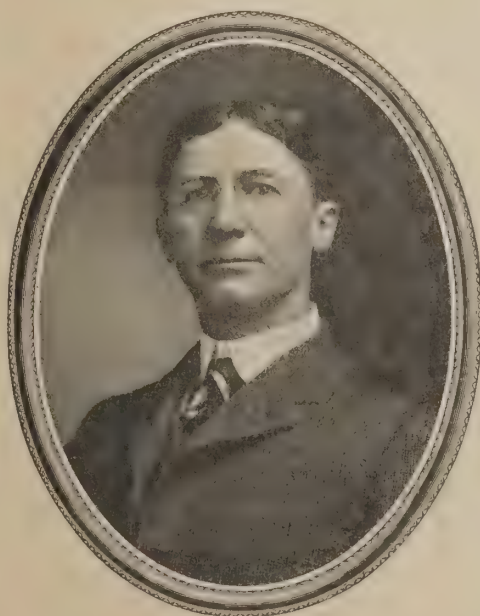
C. H. Peet, who reconnoitres through New York State for the Pittsburgh Lamp, Brass and Glass Co., spent a couple of days in New York last week.



F. L. Schnee is to manage the china and housefurnishing department connected with Bullock's new store at Seventh and Broadway, Los Angeles, Cal.



Chas. Schuller, New York representative of the C F. Monroe Glass Co., came home a few days ago from a visit to Chicago.



J. A. DIRKSEN.

Now at the Bartholdi Hotel with Donath's line of hand-painted china.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

C S Colgrove, with Stone, Fisher Co, c, Seattle and Tacoma. Lexington.
Thos Gill, with Mandel Bros, c, Chicago.
P G Ryder, c, Amsterdam, N Y.
A S Laurence, of Cook & Laurence, c, Cedar Rapids.
J R Millner, of J R Millner Co, hf, Lynchburg, Va. St Denis
R H Schneff, with Columbus D G Co, c, Columbus, O Breslin.
A Novotny, with S Kline, hf, Chicago. Breslin.
Miss M Kelly, with McDougall & Southwick Co, c, Seattle Prince George.
M Bloch, with Anglo American Crockery Co, c, San Francisco. Hotel Astor.
W W Johns, c, Monticello, N Y.
C K Milner, c, Scranton, Pa.
C E Wheelock, of C E Wheelock & Co, c, Peoria, Ill. Knickerbocker.
N F Peterson, of J H C Peterson's Sons, c, Davenport, Ia. Breslin.
H A Koll, with A Hamburger's Sons, c, Los Angeles. Cadillac.
Boston Store, c, Chicago.
A D Wilhelm, with H A Meldrum Co, hf, Buffalo.
J J West, with Powers Merc Co, c, Minneapolis.
J Orlebeke, with H C Prange Co, hf, Sheboygan, Wis. Bristol.
G N Everett, with Woodward & Lothrop, hf, Washington. Latham.
Fred J Gunther, with A Hamburger's Sons, t, Los Angeles.
H Wolf, with L Klein, c, hf, Chicago. Belvedere.
F Fleischman, with I Freimuth, hf, Duluth. Algonquin.
E G Elby, with Watt & Shand, c, Lancaster, Pa. Navarre.
R L Hudson, with E S Brown Co, hf, Fall River. Navarre
Joseph Moore, with R H White Co, c, Boston. Navarre.
E O Arnold, hf, Mt Vernon, O. Broztell.
B Karlbach, t, St Paul, Minn.
J A Boston, with The Famous, c, t, St Louis.
J Tepe, t, St Paul, Minn.
C O Curtis, with Lion D G Co, hf, Toledo, O. Broztell.
G M Schwartz, with Columbus Merc Co, t, Columbus, O. Cadillac.
H P Newcomb, with Joslin D G Co, hf, Denver, Prince George.
J H Wakelin, of McAuslan & Wakelin, t, Holyoke, Mass. Navarre.
J H Fried, with Nachman & Meertief, hf, Montgomery, Ala, Cadillac.
W W Anderson, of Anderson Bros Co, hf, Portsmouth, O. Seville
E D Austin, of Austin & Co, c, Battle Creek, Mich, Lexington.
L J Miller, c, Columbus, O. Grand.
E J Magill, of L A Magill, c, Flint, Mich. Albert.
L C Packard, with Heyman Co, hf, Grand Rapids, Herald Square
E L Underwood, c, Jamestown, N Y. Grand.
E Dolfinger, of J Dolfinger & Co, c, Louisville. Cumberland
Mr Russell, with Bliss & Nye, c, New Bedford, Mass
Hickman Bros, c, Muncie, Ind.
C Folwell & Co, c, Davenport, Ia.
N J Anderson, c, Grand Forks, N D.
Mr Shaw, with W A Murray, c, Toronto
Hager Bros, c, Lancaster, Pa.

Mr Patterson, with Cook Crockery Co, c, St Joseph.
M Nathan & Bro, c, Johnstown, Pa.
Raphael Weil & Co, c, San Francisco, Cal.
Becker & Co, c, Dubuque, Ia
Mr Koch, with Regnier & Shoup, c, St Joseph, Mo.
C L Knapp, c, Leavenworth, Kas.
Sohm, Ricker & Weisenhorn, c, Quincy, Ill.
Mr Soelberg, with Sioux City C'k'y Co, c, Sioux City.
Geo C Rankin, c, Ithaca, N Y.
H H Lichtig, c, Mt Clemens, Mich
Mr Slick, with S Davidson, c, Sioux City, Ia.
Carl Funke, c, Lincoln, Neb.
O H Warwick, St Johns, N B.
J L Bayless of Bayless Bros, c, f, Louisville.
J M Duncan, c, Coatsville, Pa.
Thomas Bros, c, Baltimore.
C Pfeiffer & Co, c, Peoria, Ill.
Heber Donaldson, c, Hagerstown, Pa.
Omaha Crockery, c, Omaha.
Mr Meyer, with Lewis & Neblett, c, Cincinnati.
Stone & Thomas, c, Wheeling, W Va.
Max Kaufman, c, Bellefontaine, O
Kaufman Bros, c, Wilmington, O, and Cambridge, O.
McDonald Bros, c, Minneapolis.
Sanger Bros, c, Dallas, Tex.
Burbank & Douglass, c, Portland, Me
M Curtis, with C Dencke, c, Cedar Rapids, Iowa.
Daudt Glass & Crockery Co, c, Toledo, O.
Chas Patterson, with May Co, c, St Louis.
H J Knatz, with Gimbel Bros, c, Milwaukee and Philadelphia Broztell.

EDWARD MILLER & CO. TO MOVE BACK TO WARREN STREET.

THIRTY years ago Edward Miller & Co. were located at No. 4 Warren street. In 1878 their increasing business made larger quarters necessary, and they removed to No. 35. They have always had an affection for Warren street, and on the first of May will move back there, having rented the two stores Nos. 78 and 80, between West Broadway and Greenwich street. This will give them considerably more room than they now have at 28 and 30 West Broadway, where they have been for about twenty years.

MERCHANTS' NEW QUARTERS.

THE Merchants' Association last Monday moved into its new building, 66 72 Lafayette street (formerly Elm street), between Leonard and Franklin streets, where it occupies the entire second floor. The greatly enlarged quarters there provided have been found necessary as the result of the important work the association is undertaking and accomplishing at the instance of its large and increasing membership. As soon as the association is settled in its new offices, which it is hoped will be within a month, a formal opening will be held on the occasion of the annual meeting of the members. The change at this time is made necessary to afford proper accommodations for the large registry of out of-town merchants taking advantage of the spring reduced rates in the territory of the Central West.



ABOUT 175 wholesale firms are represented in the District. Outside of these there are, perhaps, fifty manufacturers of crockery, glass and lamps who send their traveling men to the city. Add to these fifty more firms who can sell to the crockery and glass trade, and the hundreds of housefurnishing goods men, and there is a formidable array appealing to the buyers now in New York. It keeps them pretty busy to entertain the crowd of "drummers" who call on them daily. As every one of the latter is sure that he has just the wares the buyer needs, it is hard to convince him that no more goods are desired for the present. Naturally, a buyer cannot purchase from everybody every day; although at the beginning of the season he ought certainly to see all the new lines.

Comparatively little business was transacted on Lincoln's Birthday. A few people were seen around the streets in the morning, and there was very active buying in some of the few houses that remained open. But after noon the quiet was almost Sabbath-like. Trade resumed in brisk style on Wednesday morning, and it looks as if the week will close with unusual snap.

Chas Ahrenfeldt & Son are making a fine display of a line entirely new to this market, viz, Schierholz china, which includes open-work baskets in a large variety of shapes, trays, comports, and fruit baskets with plateaux. The small Dresden groups and figures are exquisite. The modeling is perfect—not a detail omitted—even the chairs and sofas upon which some of the figures are seated are correct copies of the furniture of the period. Seekers after novelties will find much to interest them in this exhibit.

Geo. F. Bassett & Co., who have been renovating their store from top to bottom, have made one very distinct improvement. The floor on the Barclay street side has been closed and two large plate glass windows put in, entrance being gained from the hallway. Reflecting lights have been placed over the

windows, so that now the store is as bright as day all the time, making more attractive than ever their beautiful array of French, German and Austrian fancy goods and English stock patterns. They wish it distinctly understood that Bassett china is not and will not be sold to catalogue houses.

Bawo & Dotter are making a very fine display in the French china room and are showing more patterns than they did last year. Always working for improvement, they have developed some very handsome floral designs, gold encrustations, and combinations of gold and color. Dealers should make a point of seeing their dolls and toys. These lines are a show of themselves.

Edward Butler is displaying a very attractive line of motto ware from the Royal Longpark Pottery, Devonshire, Eng. Some of the mottoes are very quaint. The following will give an idea of the style: "Du summat. Du gude ef yu kin, but du summat." There are also some pretty pastoral scenes on the riverside in slip colors. The line is very attractive.

A L. Blackmer is displaying at the Fifth Avenue Hotel the largest and handsomest line of cut glass he has ever shown in New York. The shapes are full of new ideas, and the cuttings are remarkable.

W. V. Higgins is showing a line from the Buffalo Pottery at the Hotel Bartholdi. There are many new designs and shapes and the ware has a good body and glaze. The line of jugs is attracting particular attention, and has made a hit everywhere.

Hamburger & Co have a great many exclusive novelties in French china particularly adapted to the department store trade. They have gone in extensively for bric a-brac and fancy goods, and are showing long lines at a big variety of prices. They have a new doll this year which is attracting much attention. The face is modeled from that of a living

year-old child, with the result that it looks almost human. It is the biggest kind of an advance in doll-making.

Demorest & Co., 46 Murray street, are showing full lines of the Co-operative Flint Glass Co.'s goods and are making a particular display of the Rex pattern. This is the best design the concern has ever produced and the trade are buying it heavily.

J. A. Dirksen is showing in parlor No. 1 at the Bartholdi lines of hand painted china from E. W. Donath, Chicago. The decorations are excellent, and lovers of fine ware should certainly see this exhibit.

John Davison, who is sole agent for Coalport china, Geo. Jones & Sons, F. Winkle & Co., Adderleys, Ltd, and Stevens & Williams, has his lines ready, and the display is simply dazzling. There is contained within these four walls an aggregation of intrinsic and artistic wealth that is astounding. It is one of the sights of the town.

W. F. Ellisson, who is at the Bartholdi for the month with the Iroquois China Co's line, is showing attractive designs, not only in hotel goods, but in thin china. This company has made rapid strides in public favor of late. It advertises extensively for the benefit of the trade in magazines and women's papers, and the goods have become extremely popular.

Koscherak Bros are showing about twenty new patterns in dinnerware on Maria Theresia china, and every one is good. They are floral designs—in wreaths, garlands and clusters—and the coloring is excellent. There are also long lines in dinnerware, tea and chocolate sets, jugs, mugs, cups and saucers, and fancy short lines. They have a particularly strong line of salads at a great range of prices.

The Strobel & Wilken Co. are making a fine showing of bric-a-brac and fancy goods, in which they have a number of exclusive designs. They are also strong on dinner sets, and have a very large line of fancy glass. Not only are the goods superior to previous seasons, but the variety is much greater.

Changes of a rather extensive character have been made in the Pittsburgh Lamp, Brass and Glass Co's showrooms. The principal room, located on the second floor at the intersection of West Broadway and Warren street, has a splendid display of gas and electric portables, clocks, mirrors, electroliers, vases and glassware for gas and electric attachment. Among the latter is an inverted bulb, fashioned either in the form of a rose or a bunch of grapes, colored in topaz, cardinal, etched, brahma, rose, royal, copper, opal and crystal etched. The firm's newest creations in the way of opal novelties for Easter are also on view

here. The ceiling of each room is finished in white enamel, and the upper half of the side walls is green, giving a very bright and cheery appearance to the place.

L. Straus & Sons are making the handsomest exhibit of their career. Their German jobbing lines are replete with excellent examples of high grade, albeit low-priced, goods; and the fine French porcelains, bric-a-brac and potteries are well worth a visit. Always strong in glass, this year they have excelled even their previous best endeavors. Their marbles and bronzes, electroliers, etc., are in accordance with the rest of the exhibit.

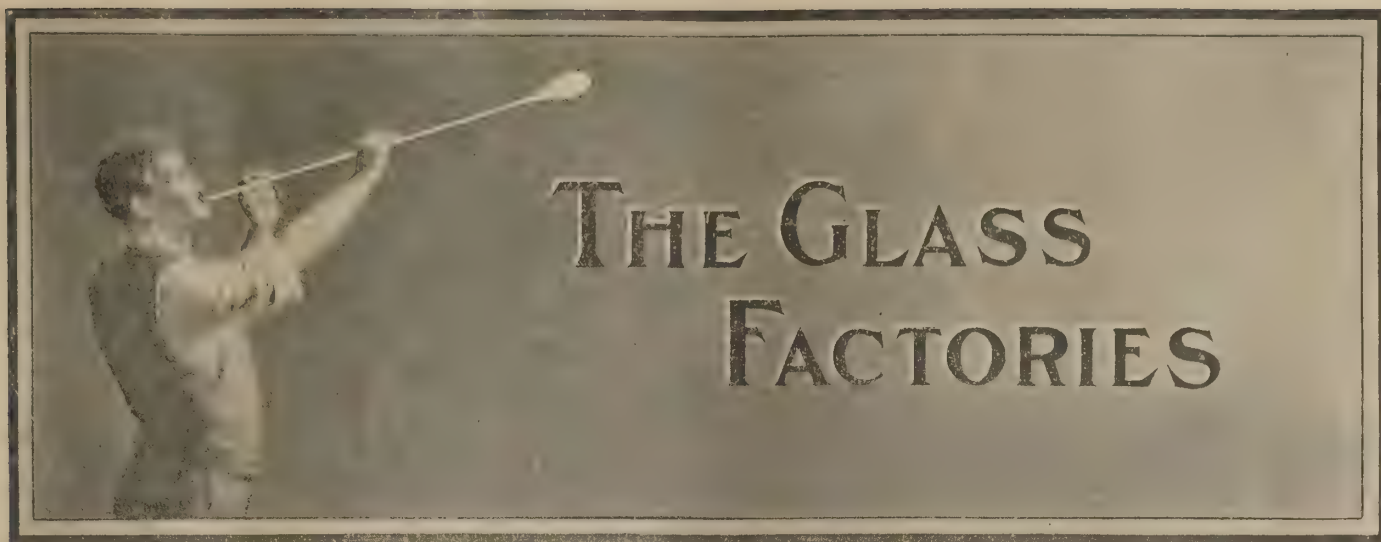
O. De la Croix, 25 West Broadway, has added the Sebring Pottery Co.'s art wares to his several domestic pottery lines.

W. S. George is quartered in room 228 at the Astor House with samples from the East Palestine Pottery Co. He remains there until next Wednesday. The exhibit is worthy of a call from buyers seeking new things in domestic pottery, both in staples and specialties. The Vashti toilet set, which is octagonal in form, exploits a new idea in toilet decoration as well as in its contour.

"Imperial Iridescent" art glass has just been introduced by the Unique Art Glass and Metal Co in conjunction with its art shade exhibit at S. B. & C. B. Clark's showroom. The "Imperial Iridescent" represents an innovation on the part of this concern, its production being made possible because of the recent purchase of a factory devoted to the creation of this class of art glass. The iridescent effects are imparted to electric and gas shades, globes, stalactites and vases. A hanging fixture possessing panels in the Cloissonne style, is one of the most elaborate things ever brought out in this line.

NO "GRAFT" FROM GLASS SALESMEN.

IN an endeavor to assist as much as possible in the extermination of "graft" on the part of buyers, the forty-five or more Association glass factories have this year adopted a seemingly effective scheme. The contracts for 1907 mailed to their various selling representatives throughout the country contain a new clause pertaining to this matter. This paragraph pledges the salesman signing the agreement to give no commercial article, to divide no commission, to make no pretended loan, nor to influence orders in any way not strictly legitimate. Each salesman, the paragraph further sets forth, must be ready at any time to appear before the Association prepared to make a sworn statement that he has not violated this particular anti-"graft" provision in the contract. If he fails to do so the contract becomes null and void.



Pittsburgh and Vicinity. Orders for sample lines here have started to pick up at an encouraging rate, although jobbers and dealers loaded up at the old prices before the new selling lists became operative. In January there was some evidence that buyers were holding off to see if lists would not be cut again, but when it was learned that the manufacturers were "standing pat" the skeptical ones started to place business. The new lines of all the factories are also taking better than anticipated.

Glass manufacturers are booking heavier "souvenir" business this year than last. The ruby and ivory ware to be seen at the rural fairs and summer resorts throughout the country is being ordered in larger quantities than last year.

Walter B. Lindsay, of the Duncan & Miller Glass Co., and C. G. Cassell, representing A. H. Heisey & Co., were the last salesmen to leave the Monongahela House with their samples after the close of the exhibit. They did not get away until last Saturday night.

Practically all the glass and pottery shown during the exhibit, except that which the representatives packed in their trunks, was sold to local dealers. The smaller department stores and the little dealers availed themselves of the opportunity to get some nice ware at a moderate cost.

There is a growing demand among department store buyers for a better grade of cut glass than what has heretofore been offered. Cheap cut glass patterns have proved a failure, and manufacturers are fast learning that "any old thing" will not go in the Pittsburgh district hereafter.

Samuel G. Vogeley, aged fifty-nine, a well-known glass manufacturer and designer, is dead. He had been connected with the Adams Glass Co. until that concern was absorbed by the United States Glass Co.,

and then he became superintendent of the mold department. He was the creator of many of the most beautiful designs made by that company.

Addison Thompson, of the National Glass Co., who has been spending some time in Chicago on business, has returned to the city. H. E. Frankston has been engaged by the concern to look after the immediate Pittsburgh territory.

The National Association of Manufacturers of Pressed and Blown Glassware held their annual meeting on Tuesday.

Ten buyers for Joseph Horne & Co. are already in Europe, and another—Albert Binswanger, in charge of the housefurnishing department—sails this week on the America. His first stop will be at Leipsic, Germany.



Honesdale, Pa. Krantz, Smith & Co. are to erect an addition to their glass-cutting plant. It will be two stories high and 30x76 feet in dimensions. Workmen are already engaged on the foundation.



Washington, Pa. With the business foresight which has always characterized the Duncan-Miller Glass Co., they are planning the erection of a gas-producing plant. Construction will begin this summer. The cost will be between \$15,000 and \$20,000.

A recent shipment from the plant of the Phoenix Glass Co. here was billed to the Isthmus of Panama. During the past year two press shops were added to the equipment. The company is now employing over 100 people at this place and has an annual pay roll of over \$72,000.

The main part of the Hazel-Atlas factory here is to be improved at a cost of about \$20,000.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
February 12, 1907.

SAN FRANCISCO

23 packages glassware.....	L Straus & Sons
35 " ".....	A Steinhardt & Bro
2 " ".....	Hamburger & Co
29 " ".....	Strobel & Wilken Co
158 " ".....	Miscellaneous Orders
44 " earthenware.....	Geo Borgfeldt & Co
8 " ".....	L D Bloch & Co
24 " ".....	Endemaun & Churchill
37 " ".....	Karl Hutter
31 " ".....	Hamburger & Co
11 " ".....	Knauth, Nachod & Kuhne
24 " ".....	Samstag & Hilder Bros
38 " ".....	Strobel & Wilken Co
32 " ".....	Miscellaneous Orders
65 " toys.....	L H Mace & Co
2 " ".....	Bawo & Dotter
307 " ".....	Geo Borgfeldt & Co
19 " ".....	Hamburger & Co
7 " ".....	R H Macy & Co
120 " ".....	F W Woolworth
74 " ".....	Strobel & Wilken Co
96 " ".....	Miscellaneous Orders

COPENHAGEN

265 packages glassware.....	Fensterer & Ruhe
31 " chinaware.....	Christian Scherfig
525 " ".....	Geo Borgfeldt & Co
7 " ".....	Miscellaneous Orders

LIVERPOOL

2 packages chinaware.....	Geo Borgfeldt & Co
37 " ".....	C Ahrenfeldt & Son
50 " ".....	Endemann & Churchill
136 " ".....	Haviland & Co
25 " ".....	Bawo & Dotter
1 " ".....	G F Bassett & Co
4 " ".....	Miscellaneous Orders
3 " glassware.....	J Davison
2 " ".....	Meakin & Ridgway
1 " ".....	L Straus & Sons
24 " ".....	Miscellaneous Orders
5 " earthenware.....	The Rowland & Marsellus Co
10 " ".....	E Boote
45 " ".....	Geo Borgfeldt & Co
15 " ".....	J Davison
2 " ".....	W P Graham & Co
1 " ".....	F W Jenkins & Co
17 " ".....	Knauth, Nachod & Kuhne
9 " ".....	Maddock & Miller
10 " ".....	Meakin & Ridgway
11 " ".....	G F Bassett & Co
10 " ".....	R Slimmon & Co
3 " ".....	L Straus & Sons
72 " ".....	Miscellaneous Orders
6 " toy.....	Geo Borgfeldt & Co
2 " ".....	Miscellaneous Orders

HAMBURG

2 packages glassware.....	Brown Bros
2 " ".....	N Wapler
16 " ".....	Strobel & Wilken Co
66 " ".....	Miscellaneous Orders
1 " earthenware.....	G F Bassett & Co
17 " ".....	F Bing & Co
19 " ".....	L D Bloch & Co
52 " ".....	Bawo & Dotter
1 " ".....	Koscherak Bros
10 " ".....	Julius Palme
12 " ".....	Strobel & Wilken Co
25 " ".....	Miscellaneous Orders
104 " toys.....	Samstag & Hilder Bros
21 " ".....	Geo Borgfeldt & Co
109 " ".....	B Illfelder & Co
30 " ".....	Strobel & Wilken Co
123 " ".....	Miscellaneous Orders
6 " harmonicas.....	Strobel & Wilken Co

SOUTHAMPTON

23 packages chinaware.....	Wm Guerin & Co
9 " ".....	L D Bloch & Co
24 " ".....	Bawo & Dotter
9 " ".....	Blakeman & Henderson
7 " ".....	Geo Borgfeldt & Co
1 " ".....	Ceramic Importing Co
2 " ".....	F W Jenkins & Co
42 " ".....	Paroutaud & Watson
31 " ".....	L Straus & Sons
5 " ".....	J H Venen
21 " ".....	Miscellaneous Orders

HULL

21 packages earthenware.....	Strobel & Wilken Co
8 " glassware.....	" "
26 " toys.....	" "

HAVRE

295 packages chinaware.....	Haviland & Co
1 " ".....	Vogt & Dose
87 " ".....	Miscellaneous Orders

ANTWERP

105 packages glassware.....	B Gunthel
50 " ".....	G F Bassett & Co
25 " ".....	J M Shaw & Co
32 " ".....	Miscellaneous Orders
30 " earthenware.....	Geo Borgfeldt & Co
1 " ".....	Miscellaneous Orders

TRIESTE

63 packages glassware.....	L Straus & Sons
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LIMOGES

163 packages chinaware.....	W L Briggs
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8 packages earthenware.....	Jones, McDuffee & Stratton Co
50 " ".....	Mitchell, Woodbury Co
11 " ".....	Miscellaneous Orders

ANTWERP

8 packages earthenware.....	Jones, McDuffee & Stratton Co
29 " ".....	Geo Borgfeldt & Co
3 " ".....	Houghton & Dutton
29 " ".....	L Wolf & Co
1 " ".....	Miscellaneous Orders

FAILURES DURING JANUARY.

ACCORDING to statistics compiled by R. G. Dun & Co., the liabilities of glass, earthenware and brick manufacturing concerns that failed during January aggregated \$117,293. This is an improvement over January, 1906, when the failures represented liabilities of \$263,224. The crockery and furniture merchants who also failed last month had liabilities of \$214,038, as against \$161,037 in January of the previous year.

OBITUARY.

SAMUEL HECHT, founder of the Hecht stores in New York, Baltimore and Washington, died last Saturday at his home in Baltimore from a complication of diseases. He was born in Hesse-Darmstadt seventy-six years ago. He came to New York when a young man, and in a few years began the establishment of department stores. Although he retired from active business several years ago and turned over his extensive enterprises to his five sons, they never made any important move without consulting him.



Among the Potteries

The easy manner in which collections are made at this season of the year is the subject of favorable comment among the pottery manufacturers. No trouble is being experienced in this line whatever, and in many instances bills are being discounted. Orders are very good, and departments are running, generally speaking, quite full.

* *

Manufacturers have commenced to hear from their road men, and good business is being sent into the home offices.

* *

The Homer Laughlin China Co. has filed an action in the Common Pleas court against the City of East Liverpool to recover \$6,590 or with interest at three per cent from January 10, 1907. The amount is due the firm by the city, which borrowed \$13,000 in July, 1903, to build a water main to the pottery.

* *

Among the buyers here during the week were H Harroun & Son, Mansfield, O; Horace C Gray, Cincinnati; John C Perry and A J McCampbell, Bessemer, Ala; C O Curtis, Toledo, O; George L Lobsit, Newark, N J; John A Meyer, Chicago; John Marbaly, Norfolk, Va.

* *

Allan W. Fink, general manger of the Potters' Mining and Milling Co, has been critically ill with an attack of typhoid fever, but is now reported improving.

* *

Edwin M. Knowles is spending several weeks in California.

* *

The salesmen of one concern here carry glass and enameled ware as side lines. By this plan the traveling expenses of the pottery are decreased. The local factory carries the bills on its own books, and both the glass and enameled ware are bought at such a price that the pottery firm makes a profit.

* *

Very few contracts are being signed by the manufacturing potters of the Ohio Valley with the

Manufacturers' Light and Heat Co., of Pittsburgh. The company wants to sell gas on a basis of four-ounce pressure at 15 cents per thousand cubic feet, and with a heavier pressure a greater price is desired. The manufacturers object, asserting that with a four-ounce pressure it would be impossible to fire their kilns off on time.

* *

At the annual meeting of the Potters' Mining and Milling Co. the report showed the company to have done a record business in 1906. A substantial dividend was declared.

* *

Manufacturers complain of being unable to get materials just when they are needed. Although orders are placed long before stocks are exhausted, the supply does not appear to be equal to the demand.

* *

Very few changes have been made by the manufacturers this year among their traveling forces—a sure indication that the men on the road are giving satisfaction.

* *

John Marbaly, who for many years has been connected with the Memphis Queensware Co., has severed his connection with that concern and arranged to open for himself at Norfolk, Va.

* *

Several manufacturers of the East Liverpool district are arranging to have individual displays at the Jamestown Exposition. They declare that the proposition is a paying one.

* *

It is said that the product of one of the largest plants in this district has been disposed of for the remainder of the season.

* *

Two underglaze printing machines—the invention of W. H. Deidrick—are to be installed at the Sevres China plant.

* *

Jobbers have placed heavier orders in the East Liverpool district this season than for many years. This is attributed to the fact that the new selling lists

permit the jobber to make a profit which formerly went to the manufacturer direct.

* *

John S. Goodwin is able to resume his duties at the Goodwin Bros. Pottery Co.'s plant after having been confined to his home for a couple of weeks.



Something of a sensation has been created here by the publication of a report that Ed. Du Bois, of the Electrolytic Art Metal Co., and Mrs. Walter H. Miller, wife of another member of that concern, have eloped. Both disappeared from Trenton about ten days ago, and with them went a one-year-old child of the Millers. The deserted husband is represented as being indifferent to the return of his wife, but he is determined to have the baby restored to his care. Miller was Du Bois' benefactor when the latter came to this city several years ago seeking the support of local capital in the establishment of a factory for the decoration of pottery and glassware with silver and gold deposit designs. Du Bois was penniless and discouraged at the time, but Miller financed the project and even took Du Bois into his own home. It is believed that the eloping couple have gone to Canada.

* *

Bachelors connected with the plant of the Thos Maddock's Sons Co. are no longer to be encouraged to remain a state of celibacy. A club has just been formed among the attaches of office and factory with the idea of inspiring them to enter the realm of the wedded. The purpose is to make a gift to each member on the occasion of his marriage, and the latter, in turn, is to dine the other members. Following are the officers: President, John Bitzer; vice-president, Newlin W. Wisner; treasurer, Chas. S. Maddock, Jr.; secretary, Raymond R. Anderson; directors, Edw. D. Anderson, Chas. J. Bohlinger and Walter W. Anderson.

* *

Among the several fresh patterns that this year adorn the dinnerware from the Mercer Pottery Co. is one styled the Persian. As its name implies, the design is suggestive of the artistic ideals that prevail in the Shah's domain. Clover leaves and tiny pink roses form another attractive new dinnerware decoration from the same factory. A pink rose treatment, executed entirely by hand, also makes a splendid decorative dress on toilet sets.

* *

A new testing outfit, costing \$10,000, is soon to be installed in the factory of the Sun Porcelain Co. An additional \$10,000 is being spent on the improvement of other machinery.



Incorporation papers were taken out Roseville, O., a few days ago by the Ransbottom Bros. Pottery Co. The capital is \$100,000 and the incorporators are Frank M., C. W., E. M., Mort. C. and J. Waldo Ransbottom. Three

brick buildings 60 by 150 feet will be added to the plant, and three additional kilns will be built also, giving them a capacity of eight kilns. They will continue to devote their attention to flower-pots, cuspidors and jardinières.



Deliveries from the plant of the Huntington China Co. have been delayed of late on account of the Baltimore & Ohio railroad being unable to operate their road, due to the floods. Traffic was suspended for about a week. Spring business with this firm is very heavy.

CERAMIC SOCIETY ELECTS OFFICERS.

At the recent annual convention in St. Louis of the American Ceramic Society the following officers were elected: president, Stanley G. Burt, Cincinnati; vice-president, Ross Purdy, Champaign, Ill.; secretary, Edw. Orton, Jr., Columbus, O.; treasurer, Ellis E. Lovejoy, Columbus, O. The convention, which lasted three days, was opened with an address by the retiring president, Wm. D. Richardson, Columbus, O.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Jan. 26, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 26, '07	Correspond ing period 1906
Boston	491	441	..	....
New York	489	319	....	....
Baltimore.	1433	898	....	....
Philadelphia.....	198	80	....	....
New Orleans	668	223	....	....
Newport News....	173	169	....	....
San Francisco.....	85	140	....	....
Portland (Me.)	432	122	....	....
Galveston.....	94	31	....	....
Portland (Or.)	20	87	....	....
Inland Points.....	84	964	..	....
Total	4120	3432	....	...

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

to	Shipments week end'g Jan 26, '07	Correspond- ing period 1906	Exports Jan. 1 to Jan. 26 '07	Correspond ing period 1906
New York	91	88	844	447
Boston	98	12	325	559
Philadelphia. . . .	101	3	179	5
Baltimore	456	287	1296	953
San Francisco. . . .	8	1	85	110
New Orleans	370	10	565	463
Portland (Me.) . . .	53	....	220	124
Galveston	30	....	86	20
Newport News. . . .	..	11	173	54
Portland (Or.).....	....	....	20	87
Inland Points.....	..	574	26	1518
Total....	1207	986	3269	4338

C. E. Wheelock & Co.,

of Peoria, Ill.,

will show full lines of Import China and Souvenir
Goods at the

⇒ Broadway Central Hotel ⇐

From February 18 to March 10.

Horace P. Hunt in charge. Visiting buyers are
invited.

We are the largest importers of Souvenir China and
Novelties in the country.

BUSINESS BRIEFS.

A cut glass factory is soon to be opened in Wellsboro, Pa.

T. L. Evans & Co., Biddeford, Me., are to open a crockery department shortly.

H. J. Boyd, wholesale crockery, Winnipeg, Can., lost his entire stock in a fire recently.

A new fruit jar and bottle factory, costing \$200,000, has just been opened in Greenfield, Ind.

Miss H. A. Magill, 297 Fifth avenue, this city, china importer, suffered loss by fire recently.

Articles of incorporation have been filed by the Owanda Cut Glass Co., Honesdale, Pa. Capital, \$20,000.

With \$25,000 capital the Interstate Silver Co. has been incorporated. Registered office, Jersey City, N. J.

Saml. Harris Manufacturing Co., this city, art novelties, gas fixtures, etc., has been incorporated. Capital, \$20,000.

The Empire Gas Fixture Co., this city, has been organized to manufacture gas and electric fittings. Capital, \$10,000.

The Royal Lamp Co., New York City, manufacturing lighting and heating devices, has been incorporated. Capital, \$200,000.

A retail crockery store is being opened at 1025 San Pablo avenue, Oakland, Cal., by J. Conger, formerly a salesman for the Schloss Crockery Co., San Francisco.

Lincoln Fowler is interesting capital in his plan to establish a glass factory at Bertheton, Utah. A. S. Barnes, a wealthy property owner in that section, has joined Fowler in the enterprise.

Notices are being sent out by Samuel D. Oliphant, referee in bankruptcy, for a meeting of the creditors of David H. Brand & Co., department store, Trenton, N. J., to take place next Saturday, when Charles Howell Cook, the present receiver, will be elected trustee. There are 169 creditors, located in every part of the United States.

Negotiations were closed recently for the sale of the stock and fixtures of the McMahon-King Co., Sioux City, Ia., dealers in crockery, glass and lamps, to the Pelletier Co., also of Sioux City. The fixtures of the McMahon-King Co. will be installed in the basement of the main building of the Pelletier Co. and the crockery business will be conducted as a department of the Pelletier store.

New Yorkers and Clevelanders are backing the Union Department Store Co., recently incorporated with \$500,000 capital, which will locate its establishment in West 25th street, near Franklin avenue, Cleveland, O. The company will have a floor space of 78,000 square feet. The incorporators are Geo. A. Wilson, H. E. Cochran, D. A. McFarlane, A. L. Brewster and Claire Chandler.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins
25 West Broadway, New York



ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N. Y.

RIVERSIDE GLASS CO.

Manufacturers of the original and only
Riverside Clinch-on-Collar Lamp,
Clinch-on-Collar Molasses Cans,
Plain and Decorated Tableware,
Stationers' Glassware.



No. 75. Molasses Can. Nickel-Top, Clinched-on

Wellsburg, West Virginia.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

IROQUOIS CHINA



An American China with a frank American name, which challenges comparison with imported wares. It is a china that carries with pride the title "made in America."

In design, decoration, delicacy, and daintiness

"IROQUOIS CHINA"

is as perfect as any china made in the world.

In one thing only does it fall below the foreign article and that is price.

It is more economical than imported china because of its durability, and because any piece of any dinner set can be duplicated at your dealer's from open stock.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you, free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

CREATING A DEMAND!

That's the cry dealers make to-day, and that's what we are doing.

The magazine advertising we are doing is bringing us scores of letters in each mail saying, "I am ready to buy a set of dinner ware; tell me where I can get

IROQUOIS CHINA

in my city." We refer all these letters to the dealer. Are you one of them? Send for catalogue, price lists, advertising helps, etc.

If you are in New York call at our sales-room at the *Hotel Bartholdi*, Broadway and Twenty-third Street, where *Mr. W. F. Ellisson* will show you our full line.

IROQUOIS CHINA CO.,

Syracuse, N. Y.

Pottery at Solvay N. Y.

AT our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular-Priced
Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

New York:

38 Murray St.

Baltimore:

122 W. Baltimore St.

Chicago:

131 Wabash Ave.

300,000 BABIES

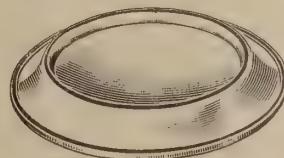
NOW USE THE

ROYAL BABY-PLATE

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO.,

19 Burling Slip,
New York.

FOR two weeks commencing Monday, March 4, Mr. A. H. Hays will be at the Fifth Avenue Hotel, New York, with a complete sample line from the

COOK POTTERY CO.

Here's a Point Worthy of Reflection:

Western shipments from Kittanning, Pa., Plant at PITTSBURGH
FREIGHT Rate.

Eastern shipments from Trenton, N. J., Plant at NEW YORK FREIGHT
Rate.

Vases.

Dinnerware.

Jardinieres.

Rail Plates.

Toilet Sets.

"Mellor & Co." C. C.

Pouyat China



UNIFORM OPINIONS

of leading buyers are most gratifying to us because they express the highest approval of our efforts to produce

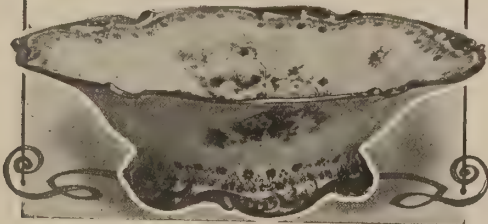
POUYAT CHINA

in style and finish that warrant the continued favors of the trade.

That means rapid sales by the retailer.

PAROUTAUD & WATSON

Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

THE WEDGWOOD CHINA SERVICE PLATES

I now have on view will amply repay

your inspection. Manufactured by Josiah Wedgwood & Sons, Ltd., Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L
MOGES
FRANCE

Formerly

M. REDON.

LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



French China Import Samples 1907.

NOW READY FOR INSPECTION.

A Word to the Wise: Order Early and Avoid Delay.

Endemann & Churchill

50 Murray Street, New York.

SOLE AGENTS FOR

L. BERNARDAUD & CO.,

Limoges, France.

We Can Say "Ready" To You Now.

The English language provides but one word which describes our import display of China, Art Glass, Art Pottery, Toys, Dolls, Clocks, Bronzes, Art Metals, Novelties, Electroliers and kindred lines, broadly enough :

Complete.

In vastness, variety, originality, distinctiveness, individuality.

Complete in every one of these details.

Nothing left to be desired.

Would you accept less, when all's to be had?

Sawyer & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.

IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Bassett China.

The only one of the
leading brands of
china that IS NOT
AND WILL NOT
BE SOLD BY CAT-
ALOGUE HOUSES.

Bassett China.

JOHN DAVISON,

12 Barclay St.,

New York,

===== SOLE AGENT FOR =====

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

WE are the sole agents in this country for the celebrated "Rorstrands" soft baby china—FINEST BONE CHINA made in Sweden. Samples now on exhibition in most exclusive shapes and decorations for first-class stores.

Our lines of Fancy French China are unexcelled, as well as in dinner ware patterns for open stocks.

Specialties in Norwegian Art Goods for holiday trade. Large line of White French China Novelties for amateur decorating from Paroutaud Freres.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ³⁶ MURRAY ST NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

IMPORT 1907.

WE are pleased to announce that **OUR IMPORT DISPLAY** is now ready. The lines from our Factories at **LIMOGES and CARLSBAD** are more beautiful than ever and again contain a number of new and startling features.

We also call attention to our entirely new line of Fancy Goods from the old and well-known factory of **C. G. SCHIERHOLZ & SOHN, Plaue, Thuringia.**

These lines are controlled by us and cannot be found elsewhere.

CHARLES AHRENFELDT & SON

50, 52 and 54 Murray St., New York.

The Koscherak Import Lines for 1907

Our display of import samples of China, Art Pottery, Useful and Decorative Fancy Glassware and Specialties is now ready.

It is a collection of the best things from the best factories in Europe—all under one roof.

To visit these showrooms is like a trip to the Continent, minus the picturesque scenery and the expense.

You are cordially invited to make the trip.

Special attention is directed to our

Kaiserin Maria Theresia Dinnerware

—the greatest dinnerware line in the market.

Limoges quality—Carlsbad prices. Six of the

patterns are shown in colors in a circular we

should like to send you. Write for prices.

They will certainly astonish you.

Koscherak Brothers

29, 31 and 33 Park Place, New York

"KRYSTOL"
THE GLASS OF QUALITY



BERRY SUGAR

"KRYSTOL"
THE GLASS OF QUALITY

THE SQUARE-HANDLED "CHIPPENDALE"
PATENTED FEB. 5, 1907.

A Decided Innovation in Table Glassware

A MARVEL TO THE GLASS-PRODUCING WORLD

A BOON TO THE PROFIT-SEEKING BUYER

Quality and Selection Unsurpassed

"KRYSTOL"
THE GLASS OF QUALITY



BERRY CREAM

"KRYSTOL"
THE GLASS OF QUALITY

OHIO FLINT GLASS CO., Lancaster, O., U.S.A.

New York:	Boston:	Pittsburgh:	Philadelphia:	Chicago:	St. Louis:	San Francisco:
25 West Broadway.	404 High St.	307 Market St.	922 Market St.	45 E. Randolph St.	404 N Fourth St.	Morgan & Allen Co.



NEW YORK, FEB. 21, 1907.

THE CONDITION OF BUSINESS.

That the import season is now at its New York height may be determined by a walk through the uptown and downtown districts any day. The warerooms are as crowded and animated as beehives. The visiting salesmen at the hotels are getting some business, and resident selling agents for the various pottery, glass and lamp factories are doing quite well, but their activity is completely overshadowed by that which characterizes the houses that handle foreign made goods. This fact has provoked no little grumbling from the representatives of the American manufacturers, but there seems to be no occasion for alarm on their part. The same policy is pursued yearly by the visiting buyers of first providing for their import wants and then directing their attention to the domestic lines. The latter are certain to receive attention before the exodus of buyers begins.

It is significant that many of the import orders placed this month are for early shipment. In some cases the specifications are for the middle of May and early in June. This precautionary action on the part of buyers is traceable to not only shortage of stocks, but also to their determination to insure deliveries. Some of them were embarrassed last year because of delay in this respect, and they apparently mean to experience no repetition. They are justified in so safeguarding themselves, for even though the productive capacity of many factories abroad has been largely increased in recent years, particularly

in Germany, the heavy business is calculated to again crowd them to the limit.

The domestic concerns have done splendidly so far this season. The orders have been booked pretty largely by the road salesmen, nearly all of whom are reputed to have been enjoying brisk trade. Many of the buyers now in New York placed their business with the road tourists before leaving home, and, consequently, the local manufacturers' agents are corraling very few big orders from the visitors. The potteries in the East and West are operating up to the limit in nearly every instance. The slight advance in prices has not only caused no deterioration in business, but has met with little or no objection from buyers, who seem to recognize the absolute necessity of the advance because of increases in the cost of materials.

While the glass factories are also running briskly, some buyers have been deferring their purchases because of the belief that a break in prices would occur. But such a development seems to be extremely unlikely.

The decorated lamp business is fair, many good-sized orders having been placed by jobbers. Gas and electrical glassware has been selling with lots of spirit.

There is a perfect avalanche of business in the housefurnishing line. It is no longer a question of

selling goods, but rather as to how many orders the factories are capable of taking care of.

Despite the difficulty experienced in **Trenton.** securing certain raw materials, notably Florida clay, the local manufacturers seem to be fully satisfied with the prevailing conditions. The shortage of Florida clay, especially, has made it necessary in some instances for concerns to borrow from others favored with larger reserve stock, but the inadequate supply of this or other materials has not proven a serious matter yet. Complaint is being heard again with regard to the delays in the transportation of goods. This is more particularly true of the orders that are being shipped to Western points. The number and volume of sales booked so far are in advance of those on file at this time last year. That, by the way, is saying a great deal, for 1906 spring business was a record-breaker.

Glass manufacturers report a good **Pittsburgh and** demand for glass in all branches **Vicinity.** A slight break in the flow of orders was caused by Lincoln's Birthday, but thereafter business started to come in at a brisk rate. Trade is active throughout the Pittsburgh district now, and the jobbers report an excellent demand.

The manufacturing potters are **East Liverpool** doing a larger volume of business **and Vicinity.** at this season of the year than prevailed during 1906. Despite the drawbacks due to a shortage of cars, clay, straw and other materials, all of the potteries throughout the entire Western district are working very well. Salesmen's returns are good, and mail orders are numerous.

There is no let-up in business **Wheeling** among the glass factories and pot- **and Vicinity.** teries of this section. All plants are working full time, and reports from the various offices indicate that a busy season is ahead.

MORE THAN 700 MEMBERS NOW.

MEMBERSHIP in the Pottery, Glass and Brass Salesmen's Association has passed the seven-hundred mark. This figure was attained several days ago, when fourteen new members were admitted. The total is now 703. Since the first of the year thirty-one applicants have been added to the membership roll. The fourteen newly-elected members follow: A. H. McNulty, with Hollweg & Reese, Indianapolis; Fred Siem, with Dohrman Commercial Co., San Francisco; John B. Verrier, with C. L. Dwenger; E. H. Peck, with Phoenix Glass Co.; D.

Wm. Scammel, with Maddock Pottery Co.; Albert Binswanger, with Jos. Horne Co., Pittsburgh; Chas. Cross, with Ehrich Bros; John J. Curry, with Houghton & Dutton, Boston; Henry J. Strecker, with Higgins & Seiter; Thos. H. Pancoast, with Haines Flint Bottle Co., Smethport, Pa.; Wm. A. Ryder, with Bawo & Dotter; Arthur B. Anderson, with Fondeville & Van Iderstine; Chas. E. Cardon, with J. H. Vernon; H. H. Collard, with Adelphi Silver Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Geo J Brown, with Rudge & Guenzel Co, c, Lincoln, Neb. Herald Square.
H H Jacoby, of Jacoby Art Glass Co, g, St Louis. Continental.
E F Kirwin, of E F Kirwin Glass Co, g, St Louis. Imperial.
W Cotman, with M Goldenberg, hf, Washington. Grand.
W F Cummings, with David Harley Co, hf, Pawtucket, R I. Breslin.
C J Norris, with O T Johnson Co, hf, Galesburg, Ill. Grand.
W M Marquis, with Jones D G Co, hf, Kansas City, Mo. Cumberland.
I Rosenbaum, of Rosenbaum Bros, hf, Cumberland, Md. Breslin.
G Louis, with Woodward & Lothrop, t, Washington.
J S Croll and W F Newberry, of F M Kirby & Co, hf, Wilkes-Barre. Imperial.
J F Kearney, with Panton & White Co, hf, Duluth, Latham.
A F Pohlmann, with Daniels & Fisher Stores Co, c, Denver.
Mr Flint, with Van Heusen & Charles Co, c, Albany.
Jas Hanning, with Jordan Marsh Co, c, Boston.
Mr Johnson, with G M McKelvey Co, c, Youngstown O.
D W Burns, with W L Milner Co, hf, Toledo, O. Herald Square.
M Rauch, with Mabley & Carew Co, c, Cincinnati. Cadillac.
Lee Stewart, of D J Stewart & Co, hf, Rockford, Ill. Prince George.
E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa. Marlboro.
J Lee Richards, with J Bacon & Sons and Stewart D G Co, c, Louisville. New Breslin.
F A Mostei, with G Fox & Co, hf, Hartford, Conn. Grand.
J W Moorehouse, with May Co, hf, Cleveland. Broz-tell.
J C Olds, of Olds, Wortman & King, hf, Portland, Ore. Westminster.
L Aronstein, with E Schuster & Co, c, t, Milwaukee. Prince George.
J N Armstrong, c, and L Wagner, t, with J N Adam & Co, Buffalo.
W H Conger, with People's Store Co, hf, Tacoma.
E Phillips, with Rothschild & Co, t, Chicago.
W L Garrison, with F M Kirby & Co, c, Lexington, Ky. Imperial.
A H Riker, with Miller & Paine, hf, Lincoln, Neb. Union Square.
W E Kilburn, with Scruggs, Vandervoort & Barney D G Co, c, St Louis, Mo. Hoffman.
Laurens & Rowe, c, Oneonta, N Y.

D W Burns, hf, t, and J H Hahn, c, with W L Milner & Co, Toledo, O. Herald Square.
 E C Poage, with G W McAlpin Co, s, Cincinnati.
 J A Stolberg, with The Golden Rule, s, St Paul. Navarre.
 E G Miller, with G M McKelvey Co, t, Youngstown, O. Imperial.
 A J Pfeffer, with St Louis Clock and Silverware Co, s, Navarre.
 P E Kane, with Roth Bros, c,t, Superior, Wis. Lincoln.
 R W Roberts, with J B White Co, c, Augusta, Ga. Grand.
 B L Weaver, with Linn & Scruggs D G Co, hf, Decatur, Ill. Grand.
 F H Borden, with D Harley Co, t, Pawtucket. Breslin.
 C G Fogg, with Shepard Co, c, Providence New Amsterdam.
 W Colman, with M Goldenberg, hf, Washington, Grand.
 S Marlowe, with L S Ayers Co, hf, Indianapolis Grand.
 W O Day, with Miller & Rhoads, c, Richmond, Va. Broadway Central.
 J F Leary, with J Samuels & Bros, c, Providence. Herald Square.
 G Bubb, with Younker Bros, hf,t, Des Moines. Belvedere.
 H Gernsbacher, of Gernsbacher Bros, c, Fort Worth, Tex.
 C H Hall, with Carson, Pirie, Scott & Co, c, Chicago.
 W Mulvaney, of Taylor & Mulvaney, c, Hamilton, Ont St Denis.
 W B Montgomery, of Kinney & Montgomery, c, Lynchburg, Va. St Denis.
 W T Giles, with Loveman, Joseph & Loeb, c, Birmingham, Ala. Herald Square.
 B Banner, of Banner China Co, c, Beaumont, Tex. Broadway Central.
 F W Sanders, c, Little Rock, Ark. Herald Square.
 D C Durham, of Gilreath-Durham Co, c, Greenville, S C. Wolcott.
 C C Cullen, c, Knoxville, Tenn. Breslin.
 H Newmark, with J C Lewis & Son, c, Louisville. Latham.
 Mr Rood, with Foster, Stevens & Co, c, Grand Rapids.
 Mr Williams, with Chapman Co, c, Milwaukee.
 S Y Pierce, with Henry Siegel Co, c, Boston. Imperial.
 S A Knill, with Denver D G Co, hf, Denver. Prince George.
 F M Taylor, with Hochschild, Kohn & Co, hf, Baltimore. Woodstock.
 F J Knodler, with Root D G Co, hf, Terra Haute, Ind.
 H J Todd, with Rothschild & Co, c, Chicago. Navarre.
 R N Caird, with Sweeney Co, hf, Buffalo Cadillac.
 R W Freyschlag, of Webb-Freyschlag Merc Co, t, Kansas City, Mo. Empire.
 A P Spengler, with Bush & Bull, c, Easton, Pa. Grand.
 S J Nealis, with Gamble-Desmond Co, hf, New Haven, Conn. Grand.
 J W Kelly, with Gilchrist Co, c, Boston.
 Mr Slater, with John Bressmer Co, c, Springfield, Ill.
 N A Ferrie, with A T Lewis & Son D G Co, c, Denver.
 Alex Anderson, c, Minneapolis.

ANTI-TIPPING BILL IN TENNESSEE.

TENNESSEE'S legislative body is the latest to consider the matter of tipping public servants. Senator Mansfield, of that State, introduced a bill of this kind a few days ago. He explained, when presenting the measure, that he had been encouraged in

his action by commercial travelers and others. The bill carries heavy penalties for both the giver and receiver of a tip.

GLASS MEN ELECT OFFICERS.

AT the recent meeting of the National Association of Pressed and Blown Glassware Manufacturers these officers were elected: president, E J. Barry, Toledo, O; vice-president, M. W. Gleason, Brooklyn; treasurer, J. M. Wilson, Tarentum; secretary, John Kunzler, Pittsburgh; executive committee, H. McAfee, Coraopolis; W. A. B. Dalzell, Moundsville, W. Va.; A. J. Smith, Jeannette; M. W. Gleason, Brooklyn, and George B. West, Pittsburgh.

L. & G. CO.'S ANNUAL MEETING.

AT the annual meeting of the Lalance & Grosjean Mfg Co., last Wednesday, the following officers were elected: J. H. Walbridge, president; Jas. Cochran, vice-president; Jas. D. Fleming, second vice-president and treasurer, and E. W. Bail, superintendent of factories. It will be noticed that the second vice-presidency is a new creation. Mr. Fleming, who has long been secretary, was honored with the position, to which has been added the office of treasurer. A very satisfactory report was made of business for last year, and the prospects for the coming year are more than good, their order files being larger than at any time in their history.

"JOE'S" DEFENCE IS IN.

THERE'S a sequel to the story recounted in last week's issue concerning the complications attending the efforts of H. H. Dignam, assistant buyer at F. Loeser & Co.'s, Brooklyn, to have his membership card in the Pottery, Glass and Brass Salesman's Association changed so as to read "H. H. Dignam" instead of "Hugh Hardy Dignam." Secretary O'Gorman's facile pen is responsible for it. Here's what the pen, prompted by the working of the O'Gorman mind, evolved:

"Your unique interpretation of the Old Testament received. Although it contained no signature and no other visible clue to your identity, its origin was discovered with the aid of my brother Scribes and Pharisees. Your expressed wish that your name be changed cannot be respected, for we have no desire to usurp the power that lies with the courts of this State. Therefore we have simply abbreviated the name. Someone suggested that possibly you felt unprotected while not in possession of your membership card, or, in other words, considered yourself, figuratively speaking, a "dead one." Under the circumstances I feel privileged to bring you up under charges for conduct unbecoming a corpse. I hereby appoint Messrs. Anthony, Mirrieles and Mills to take testimony and report."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITEMORE & JAKES,

92 West Broadway, New York

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 21, 1907.

DON'T ASK TOO MUCH.

REPUTABLE business houses do business in a regular manner. They establish terms of credit, rules and regulations concerning the marketing of their wares, and fix their prices at a fair advance over cost. It is absolutely essential for the proper transaction of a successful business that these matters be enforced. They are based on the idea that they will conduce to the best interest of the house and the majority of its customers. Any distinctions that may be made are for a class, not for an individual. It is not reasonable for anyone to ask or expect that exception should be made in his case. Some men seem to think that because they buy from a house that fact entitles them to certain favors. No matter how small their account, they oftentimes act as if the firm were indebted to them in some way.

It is good policy to buy on regular terms, without asking any departure from the customary mode of procedure. The less trouble a customer gives, the better he stands in the eyes of the people from whom he buys, and he is far more likely to have favors offered him than if he asks for them. There are many ways by which a wholesale house can throw bargains in the way of a customer. If he is a "good fellow" and wants a quick shipment he is much more likely to get it than the man who is everlastingly pestering them.

Every retailer has the same kind of trouble in his own business. He also has customers who are always asking too much—in credits, deliveries, claims for

breakage and shortages. Let him think for a moment how he feels about such matters, and in his dealings with the wholesaler do as he would be done by. In the long run he will fare better than the troublesome buyer, who, while he gets his way sometimes, fails to realize that in this life most things must be paid for—if not in one way, certainly in another.

PERSONAL.

AS an evidence of how trifles count, W. F. Ellisson says that a short time ago he made a call on a Western concern which had just put on a new buyer—a lady. After being introduced the young woman said:

"You do not remember me, Mr. Ellisson."

"It is my misfortune," he replied, "but to the best of my recollection I never saw you before."

"You have," she said, "and perhaps you may recall it if I tell you when and where. It was in a store where my mother and I were shopping. I was but a child—perhaps twelve years old. I was amusing myself by twirling about on one of the stools at the counter. You were waiting to see the proprietor. You engaged me in conversation, and in a little while bought me an orange. I have never forgotten the incident, and you may rest assured I shall gladly look your line over."



Wm. H. Bush is at the Astor House this week with the Economy Tumbler Co.'s line. Next week he will be located at the Bingham House, Philadelphia. Mr. Bush's Boston office has just been removed from 146 Franklin street to 220 Devonshire street, corner of Franklin.



A. H. Hays opens a sample-room at the Fifth Avenue Hotel, this city, on March 4, where he will remain for two weeks with the latest offerings from the Cook Pottery Co.



Theodore Jones, of the Jones, McDuffee & Stratton Co., sailed on the Amerika for Hamburg Saturday on his annual visit to the potteries and glass works of Europe.



On the evening following the recent Larchmont disaster Clarence M. Perkins, president of the St. Louis Silver Co., was in his room at the Hotel Woodstock discussing a business arrangement with Jas. M. Stewart, who is associated with John H. Ling, when the glaring headlines of a newspaper lying on a nearby chair attracted his attention. With an expression of sympathy for the drowned and injured, Mr. Perkins picked up the paper, and the very first name that met his gaze in the list of missing was that of his brother. After recovering from the shock Mr. Perkins hurriedly

packed his belongings and caught the first train for Providence, to assist as much as possible in the search for his brother's body, which at last accounts had not been recovered.



D. J. Mahoney has been engaged as C. F. Valentine's successor in the management of W. M. Whitney & Co's china department, Albany. He was formerly connected with Jordan, Marsh & Co., Boston. In his new berth he will buy not only china, but also glass, bric-a-brac and lamps.



Paul Hirsh has succeeded Mr. Kane as the Chicago representative of G. M. Thurnauer & Bros., the housefurnishing goods importers.



H. T. Crosby is now in the East making purchases for the new china and housefurnishing department that Crosby Bros, Topeka, Kas., propose to open soon.



H. E. Hechler, manager of the Fidelity Glass Co.'s New York office, was a recent visitor to the concern's factory in Tarentum, Pa.



G. R. Leghorn has given up the post of superintendent for the R. H. White Co., Boston. He occupied the place for nearly five years.



F. H. Davis, who for so long was buyer for the Sperry & Hutchinson Trading Stamp Co., lost his wife by death last Saturday. She had been ill for about five weeks with a complication of diseases. Mr. Davis has the sympathy of the trade.



Harry B. Whitney, with the Phoenix Glass Co., spent two or three days in New York, last week and left on Friday for a trip through the West which will last until April 1.



Frank Fenton, secretary of the Fenton Art Glass Co., Williamstown, W. Va., was a recent New York visitor.



D. R. Marshall has been spending a few days this week at the Quincy House, Boston, with the Tarentum Glass Co.'s line. He will devote the next ten days to visiting trade friends in other New England towns.



Albert Binswanger, buyer of housefurnishing goods for the Jos. Horne Co., Pittsburgh, and John Hawthorne, buyer for Wanamaker, this city, sailed last Saturday for Europe on buying trips.



John Flanigan, vice president of the O'Neill-Adams Co., this city, sailed on Saturday last aboard the Cedric for Naples. He was accompanied by his

wife and daughter and also Herbert Adams, son of Samuel Adams, president of the company. This is the first time in twenty years that Mr. Flanigan has taken anything like an extended relaxation from business cares.



C. D. Keene, formerly buyer for the D. H. Holmes Co., New Orleans, has signed as a traveling representative of Geo. F. Bassett & Co. His territory will probably embrace the South.



N. A. Gardinier, buyer for Jordan, Marsh Co., Boston, is in Europe making his annual selections.



W. R. Noe, Jr., sailed for Europe on the Amerika, Friday, to buy goods.



C. W. Sprowls, china buyer for Shillito & Co., Cincinnati, is at the Broztell. He will be here until the first of March.



Alex. Anderson, Minneapolis, arrived in town last week to place import orders, and will be here until about March 1. Mr. Anderson handles high grade goods and has the exclusive trade of a large clientele.



Henry Knatz, buyer for Gimbel Bros., Philadelphia and Milwaukee, sailed for Europe on Saturday to buy goods for both stores.



H. H. Fink, with Chas. Ahrenfeldt & Son, has been away from business for a couple of weeks because of an attack of bronchitis. His rapid improvement during the past few days presages his probable return to duty next Monday.



Mr. Rood, who succeeded C. W. Camburn as buyer for Foster, Stevens & Co., Grand Rapids, Mich., has been kept pretty busy since his arrival in town answering inquiries concerning the health of his predecessor. Mr. Camburn has been suffering from a nervous ailment for some time, but the specialist attending him hopes to have him fit for business again before long.



H. F. Weber, with the Haskins Glass Co., has been spending several days in New York. While the purpose of his visit was business, Mr. Weber also found time to greet many of his old friends.



David Bostwick, one of the Geo. H. Bowman Co.'s Western missionaries, is spending a few days at the firm's New York headquarters.



Frank W. Primrose, with Blakeman & Henderson, starts South on Saturday with the most extensive line

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that this concern has ever exhibited in that territory. The itinerary outlined by Mr. Primrose includes pretty nearly every town of importance in Dixie land.



A. S. Hyser, who patrols the South and Southwest for the Roseville Pottery Co., is making a month's stay in New York. The object of the visit is business.



Claude Rogers has given up the management of the Steinbach Co.'s china and housefurnishing departments, Asbury Park, N. J. No successor has yet been appointed.



L. C. Bergman, of E. Bergman & Son, this city, is at his desk again after having been confined indoors for a couple of weeks.



"Eddie" Thieler, American representative of Villeroy & Boch, came down town on Thursday morning rejoicing. A little girl had been added to his household.



Elmer I. Hughes is domiciled this week at the Bingham House, Philadelphia, with the Ceramic Importing Co.'s line. Next Monday he migrates towards the West.



After a two weeks' illness, W. S. Creveling was able to start East on Wednesday morning with the Taylor, Smith & Taylor Co.'s line.



J. W. McCoy, of the McCoy Pottery Co., occupies a sample-room at the Fifth Avenue Hotel this city.



S. Y. Pierce, buyer for the Henry Siegel Co., Boston, is registered at the Imperial Hotel. Mrs. Pierce accompanies him on this trip.



C. L. Demorest has been appointed manager of the new china, glass and housefurnishing department to be opened on March 1 by the S. F. Iszard Co., Elmira, N. Y. Mr. Demorest was formerly with Greig & Co., also of Elmira.



John J. Jacklin, formerly buyer for Hale Bros., San Francisco, expects to open his own new store in that city on or about March 1.

BACK IN THEIR OLD RELATIONS.

THE Burley & Tyrrell Co., and Burley & Co., of Chicago, have become amalgamated once more, and will be under the management of W. O. Coleman. D. F. Richardson will retain charge of the retail department. Mr. Richardson arrived in New York last week and is buying on import.

OUR IMPORTS FOR TWELVE MONTHS.

THE summary of imports of the United States for the year ending December 31, 1906, just issued by the Department of Commerce and Labor, gives some interesting figures concerning pottery. The total amount of china and earthenware, decorated and undecorated, imported last year was \$13,564,289. In 1905 it was \$12,199,697, and in 1904 \$11,656,686. The gain of 1906 over 1905 was \$1,364,592; over 1904 \$1,907,603. These figures, it must be remembered, are invoice prices, without duty being added.

Great Britain in 1906 sent us \$3,068,083 as against \$2,665,490 in 1905; a gain of \$402,593. In 1904 the amount sent was \$2,987,523; so there was only a gain of \$80,560 over that year.

Germany sent us \$5,135,913 in 1906 and \$5,042,605 in 1905—a gain of only \$93,308. These figures are rather disappointing. Very much larger orders than this were placed, but owing to the failure of the factories to fill them the amount shipped was less than expected. In 1904 Germany sent us \$4,694,691; so that in 1906 we gained \$440,222 over that year.

Austria sent us in 1906 \$1,014,264, in 1905 \$966,243, and in 1904 \$889,239. Adding Germany and Austria, for they are virtually one, so far as the crockery trade is concerned, they sent in 1906 \$6,150,177, or nearly one-half the total imports, and in 1905 \$6,008,848—a gain of \$141,329. The difference between 1906 and 1904 is very marked, being a gain of \$576,157.

France in 1906 sent \$1,969,137 and in 1905 \$1,833,326—a gain of \$135,811, which must be very gratifying to the Frenchmen, as it is much larger than the advance made by the Germans. The difference between 1906 and 1904 is a gain of \$158,564.

Japan presents astonishing figures. Her potteries sent us \$637,932 worth more goods in 1906 than in 1905, and \$1,056,912 more than in 1904.

In the glass importations the figures are so confused that it is impossible to analyze them accurately. But enough is shown to prove that we imported in 1906 \$44,731 more of the kind of glassware this journal represents than we did in 1905, and \$333,046 more than in 1904.

Harking back to the grand total of imports of crockery, the figures \$13,564,289 are the largest in the history of the trade.

CHINA BUYER FOUND DEAD.

P. S. DOUGLAS, buyer of china for John Carson & Bros., Denver, Col., was found dead in bed on Tuesday at the Herald Square Hotel, this city. Death was due to natural causes. Mr. Douglas had been complaining for several days, and ventured out of the hotel only once or twice. His ailment was diagnosed as the grip, but his condition was not such as to give cause for alarm. The body was shipped to Cincinnati, Mr. Douglas's home. He was aged twenty-eight.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
February 19, 1907.

HAMBURG	
8 packages glassware	J Palme
14 " "	G F Bassett & Co
1 " "	Bawo & Dotter
18 " "	O Goetz
26 " "	Knauth Nachod & Kuhne
36 " "	Kmy-Schee er Co
360 " "	L Straus & Sons
4 " "	N Wapler
2 " "	Geo Borgfeldt & Co
240 " "	O O Friedlander
171 " "	F Euler & Co
569 " "	W R Noe
64 " "	Fensterer & Ruhe
18 " "	Koscherak Bros
28 " "	Strobel & Wilken Co
357 " "	Miscellaneous Orders
25 " chinaware	The Julius Levy Co
81 " "	C E Wheelock & Co
5 " earthenware	G F Bassett & Co
143 " "	Bawo & Dotter
167 " "	Geo Borgfeldt & Co
815 " "	L D Bloch & Co
83 " "	Hamburger & Co
3 " "	Koscherak Bros
22 " "	Julius Palme
2 " "	N Wapler
6 " "	J Wygand & Co
6 " "	C Ahrenfeldt & Son
10 " "	F Bing & Co
2 " "	Fensterer & Ruhe
621 " "	F W Woolworth
25 " "	Strobel & Wilken Co
205 " "	Miscellaneous Orders
57 " toys	Samstag & Hilder Bros
88 " "	Geo Borgfeldt & Co
16 " "	Hamburger & Co
198 " "	B Ilfelder & Co
49 " "	Strobel & Wilken Co
368 " "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co
BRUSSELS	
68 packages glassware	L Straus & Sons
17 " "	A Steinhardt & Bro
318 " "	Miscellaneous Orders
63 " chinaware	The Julius Levy Co
50 " "	C E Wheelock & Co
35 " earthenware	Karl Hutter
8 " "	L D Bloch & Co
16 " "	Hamburger & Co
20 " "	Knauth, Nachod & Kuhne
2 " "	L Straus & Sons
2 " "	N Wapler
85 " "	Strobel & Wilken Co
30 " "	Miscellaneous Orders
103 " toys	L H Mace & Co
226 " "	Geo Borgfeldt & Co
29 " "	Hamburger & Co
179 " "	Strobel & Wilken Co
140 " "	Miscellaneous Orders
LIMOGES	
124 packages chinaware	W L Briggs
SOUTHAMPTON	
85 packages chinaware	Wm Guerin & Co
35 " "	Bawo & Dotter
6 " "	L D Bloch & Co
46 " "	Geo Borgfeldt & Co
14 " "	C L Dwenger
70 " "	Paroutaud & Watson
30 " "	L Straus & Sons
35 " "	J H Venen
4 " "	Hamburger & Co
4 " "	F W Jenkins & Co
15 " "	A G Moment
117 " "	Miscellaneous Orders

ANTWERP	
159 packages glassware	B Gunthel
7 " "	J D Bergen Co
21 " "	E Ror e
22 " "	J M Shaw & Co
17 " "	Miscellaneous Orders
12 " earthenware	Strobel & Wilken Co
16 " toys	" "
ROTTERDAM	
10 packages glassware	Geo Borgfeldt & Co
7 " "	Miscellaneous Orders
1 " earthenware	L Straus & Sons
90 " "	Bawo & Dotter
20 " "	Strobel & Wilken Co
41 " "	Miscellaneous Orders
70 " toys	Strobel & Wilken Co
LIVERPOOL	
3 packages earthenware	Bawo & Dotter
1 " "	F W Jenkins & Co
14 " "	Maddock & Miller
15 " "	J S Robertson
5 " "	J Wygand & Co
9 " "	The Julius Levy Co
19 " "	Miscellaneous Orders
11 " chinaware	C E Wheelock & Co

IMPORTS AT PORT OF BOSTON.

CANTON	
17 packages earthenware	Jones, McDuffee & Stratton Co
2 " "	Miscellaneous Orders
MANCHESTER	
6 packages earthenware	Miscellaneous Orders
LIVERPOOL	
82 packages earthenware	Jones, McDuffee & Stratton Co
11 " "	A W Chesterion
70 " "	Miscellaneous Orders
HAMBURG	
45 packages earthenware	Jones, McDuffee & Stratton Co
41 " "	R F Downing & Co
5 " "	Stone & Downer
10 " "	Aetna Bottle Stop er & Co
2 " "	L E Knott Apparatus Co
86 " "	L Wolf & Co
68 " "	American Express Co
10 " "	W N Proctor & Co
36 " "	C J Pierce & Co
19 " "	Geo Borgfeldt & Co
11 " "	L Rosenfeld & Co
89 " "	B D Webber
8 " "	Boston and Maine Railroad
73 " "	First National Bank
3 " "	Bawo & Dotter
5 " "	Houghton & Dutton
6 " "	N Wiggins & Co
7 " "	Miscellaneous Orders
20 " chinaware	C E Wheelock & Co

BUSINESS BRIEFS.

With \$10,000 capital, the Johnson-Carlson Cut Glass Co., Chicago, has been incorporated.

Fire caused the total loss on Sunday morning of Kenyon's department store, Alleghany, Pa.

R. L. Hay & Co. have this week opened a new crockery, glass and housefurnishing goods store at Main and Forsyth streets, Jacksonville, Fla.

The Crabtree Ceramic Art Co., Syracuse, N. Y., has been incorporated by L Crabtree, S. C. Hunter and C. S. Aririll, to manufacture pottery, glassware, etc. Capital, \$75,000.



THIS is easily the busiest week that the houses in the District have experienced this year. Every import line has been favored by calls from the visiting buyers, and in several instances the selling staffs have been entirely too small to properly care for the purchasers. Several import concerns in the city will open their doors as usual on Friday (Washington's Birthday). They are expected to close at noon.

In their beautiful display of French china, Chas Ahrenfeldt & Son are showing some patterns of more than ordinary merit, even for them. One on the Trianon shape has a deep printed border in gold, with a Renaissance inside border of scroll work and flowers in soft but distinct colors. Another is a Louis XVI. plate with an encrusted gold border. A pretty figure runs through the gold in burnished effects, and over all is a wreath of flowers artistically arranged. It is one of the most stylish things shown this year. A decidedly effective design, and one that will attract attention, is in a peculiar but attractive green; and as if to disprove the axiom that the line of beauty is a curve, the artist has adopted an entirely new treatment.

Ed. Butler has advices from his factories that many new samples have been shipped, and are due to arrive early next week. He is not "waitin' at the church" for visiting buyers, but in his warerooms for the fulfilment of promises made him.

Teplitz plaques are among the eye-attracting offerings on the fourth floor at Bawo & Dotter's. They bear no relationship to the ordinary plaque, either in shape, style of decoration or dimensions. They are, for the most part, somewhat square in shape, and vary in size up to one that measures twenty-four by thirty inches. On the slab-like surface is modeled in strong relief a wide range of designs in natural colors. The subjects, for example, include a scene portraying a storm at sea, a Holland girl attempting to flee from a goat, a German farmer leading a horse, and a lover bold expressing tender

sentiments to his affinity through the medium of a violin. There are also many other clever designs equally contrasting in idea. The human forms are usually modeled in half length, and, like the other subjects, stand out from the body of the ware so strongly as to make the scenes very effective.

Sig. Blumenthal, who has charge of the musical instrument department at Strobel & Wilken's, has all his lines in now, and desires the trade to come and see him. He has many novelties to show them.

Swedish bone china is one of the most interesting features of the Ceramic Importing Co.'s 1907 exposition of samples. It is the product of the factory of Rorstrands, in Stockholm, which has a ceramic history dating back to 1783. The china has more than fulfilled the expectations of the Ceramic Importing Co. in color, texture and weight, and it promises to similarly surprise the merchants who have use for this class of ware. This Rorstrands exhibit has also been supplemented this year by a host of new shapes and a series of decorative designs that are positively distinctive. The latter are largely characteristic of the quaint decorative notions of the Swedish artists; but there are also others on service plates that can scarcely be distinguished from the French or English styles of ornamentation.

Hambürger & Co. are making a wonderful display of Austrian china. They have a line which has never been shown here before—well potted and handsomely decorated. The factory has a wide European reputation, and this year has evolved a line of decorations suited to the American market, running from moderately low priced up to a high grade dinner service.

So many variations of fish and game as decorative subjects on china have been exploited that one would naturally believe the limit of originality in this regard had been reached. But there is contained in the Aynsley china line at Jas. Douglass's some abso-

lutely fresh ideas in this particular sphere of decoration. The line also includes a large assortment of cups and saucers and bouillons with unusually attractive filled-in, encrusted, raised paste and gold print decorations. In fancy plates, too, the concern's artists have produced some of the most beautiful effects that have ever entered this market.

John H. Ling, 66 West Broadway, has been appointed the representative in this market of the St. Louis Silver Co.

Meakin & Ridgway are showing their line of coaching views in a very pretty new green. It is one of the most effective colors in which these views have been shown. Another new line imitates the tortoise-shell in color. In the new Lancastrian ware they are showing some very elegant high-grade pieces, painted by Walter Crane, G. M. Forsyth, W. S. Mycock, and R. Joyce. They are the finest examples of this ware yet put upon the market. Their rock crystal line has been augmented by many new shapes and cuttings, and makes a very brilliant display.

W. S. Pitcairn's beautiful warerooms are filled with the greatest aggregation of goods he has ever shown. The new upstairs rooms devoted to Doulton ware present a most engaging appearance, the lines being full of new ideas in shape, color and decoration. The old Cathedral line in amber browns, as the name implies, shows the most noted churches of Great Britain. The history of the Jackdaw of Rheims is shown on jugs tobacco jars, and a large variety of fancy goods in a pretty setting, the lower part of the ware representing a rugged stone wall with ivy climbing over it. The china plates are exquisite. Rich in colorings and gold, and artistic in design, the array is bewildering. The jackdaw is also shown on china, but without the stone wall effect. There are so many new shapes and decorations that the only way to get an adequate idea of the display is to go in and see it.

The Phoenix Glass Co. have all the samples of their new jobbing lines on exhibition at their ware-rooms in Murray street, and buyers are invited to come in and see them. Their lines are stronger than ever, and have proved winners so far this season.

Either on or before May 1, L. Rensche & Co., importers of colors and materials for china and glass decoration are to remove from the corner of Park Place and Greenwich street to No. 6 Park Place, where they will occupy the second floor. This will give them three times the floor space now at their command.

Three additional new lines have been acquired by Wm. M. Warrin, 76 Park Place—the Huntington Tumbler Co., Lutwyche Glass Co.'s decorated glass-ware, and Fullwood & Search's cut glass.

The Strobel & Wilken Co. are reaping the reward of their fine display, and are doing a rushing business—due, possibly, not only to the excellence of their lines, but to the fact that they are and always have been prompt in their deliveries. While retaining all their old trade, they have added many new names to the ledger this year.

The Silver City Cut Glass Co., Meriden, Conn., opened a New York office at 17 Maiden Lane.

No more attractive pattern has ever issued from the Tarentum Glass Co.'s factory than the Portland, a sample line of which is being presented in its entirety at D. R. Marshall's office. The Portland is a rather plain design, but it is invested with rare brilliancy and life by the prismatic effect which clothes a liberal portion of the ware. The shapes are uniformly graceful. Besides plain crystal, the Portland appears in a gold decorated treatment and also in an engraved decoration. The Tarentum assortment also includes the Windsor, which is not as expensive as the Portland. It exploits an imitation cut pattern, and, like the Portland, is also decorated with gold.

Edw. M. Uniack has devoted a portion of his selling headquarters, 237 Broadway, corner of Park Place, to the exposition of samples from the Safford Art Studio, Fitchburg, Mass. Decorating on French and German china is this concern's forte, and the proficiency of its staff of artists is demonstrated in the display made by Mr. Uniack. Besides the reproduction of flowers, fruits, etc., the line includes an all-over treatment of both silver and gold, the latter being imported in bright and dull finishes that deserve the warmest praise.

OBITUARY.

JOHN L. DOBBINS, national secretary of the American Flint Glass Workers' Union, died recently in Toledo, O. He was thirty-eight years old and leaves a widow and one son.

William W. Hayden, a silver manufacturer of Newark, fired a bullet into his head on Monday at his home, 146 Broad street. He had been suffering with grip two weeks, and it was believed was insane. Mr. Hayden was the head of the W. W. Hayden Co., of Newark, which has a New York office on Fifth avenue.

The death of Henry C. Wisner occurred recently in Rochester, N. Y. Mr. Wisner, who was about seventy years old, had been identified with the crockery business since before 1850. He was at one time president of the Consolidated Fruit Jar Co. In later years he conducted a crockery store in Rochester.



Among the Potteries

For the first time this season there was a slight let-up in orders during the past week, due solely, the manufacturers contend, to the condition of the weather. This was noticeable in the mail order business. However, salesmen are having remarkable success, and have been forwarding to the home offices some very nice business. Until the present week buying has been very heavy.

* *

William Burgess, of the West End Pottery Co., while assisting to his feet a friend who had fallen on the ice, fell himself and dislocated his shoulder.

* *

Southern clay mine owners are 186 cars behind in their orders.

* *

It has been arranged that the management of the Western Glass and Pottery Association shall be alternately vested in the pottery and glass trades. In consequence, at the next annual election those affiliated with the pottery industry will be elected to offices, the glass men now being in command. Since the Pittsburgh banquet, several weeks ago, the membership of the association has received quite a number of additions from the pottery trade.

* *

Although a number of large jobbers failed to visit East Liverpool this season, they nevertheless sent a lot of business to this city after their recent meeting in New York. In some cases manufacturers were asked to go to that city and "talk over the situation." The invitation was accepted, and as a result the entire Western pottery industry has been benefitted.

* *

Decalcomanie salesmen say that their business so far this year has shown heavy increase over that of 1906.

* *

Two buyers who placed some very nice business among the East Liverpool manufacturers during the week were George W. Davis, of Rochester, N. Y.,

and Mr. Banner, of the Banner Crockery Co., Beaumont, Texas.

* *

The Homer Laughlin China Co. and the D. E. McNicol Pottery Co. will have exhibits at the Jamestown Exposition. The Laughlin display has been completed and shipped. That of the McNicol Co. is being prepared, and will be forwarded within a fortnight.

* *

The number of printers employed in the Western potteries is growing less every year. Decalcomanie is superseding both printer and printing machine.

✱

Among the Trentonians who last Friday evening visited the Pennsylvania School of Industrial Arts in Philadelphia with the idea of obtaining suggestions for the improvement of the local art school were E. C. Stover and A. L. Black, with the Trenton Potteries Co., and Chas. Howell Cook, of the Cook Pottery Co.

* *

Feeling the approach of a stroke of paralysis, Harry Hanson, engineer at the Keystone pottery, summoned aid by pulling the whistle cord. When several employees reached the engine-room in response to the shrill blasts they found Hanson unconscious on the floor. He was removed to a hospital, where his condition is reported to be improved.

* *

When the Imperial Porcelain Works were destroyed by fire a fortnight ago it was believed that the two hundred employees would be out of work for a long time. But about one half of them returned to their benches on Monday in the Excelsior plant, which the Imperial's proprietors purchased a few days after the fire.

* *

After a stay of several weeks at the factory, Wm. Kelley started out on Sunday with the General Mfg. and Supply Co.'s new line of electrical supplies. He opened on Monday at the Lafayette Hotel in Buffalo,

leaving there for the Colonial Hotel in Cleveland. From the latter point Mr. Kelley will work his way to the Pacific Coast. His stay will keep him on the road until April 1.

Wm. Roberts was arrested a few days ago charged with the theft of tile from the plant of the Robertson Art Tile Co, where he has been employed. He admitted having taken pieces of the ware, but explained that he desired them only as souvenirs. His trial comes off shortly.

Miss Ethel Rhead has resigned her position as head of the decorated lamp department of the General Mfg and Supply Co. She occupied the berth for two years

The erection of a continuous kiln at Sebring, O. the Sebring Pottery is being watched with interest by the manufacturers throughout the West. It is asserted that ware can be fired off in five hours. If successful it will be adopted by all the plants here. A new glost kiln is also being erected at this pottery.

W. C. Brown is arranging to take the road for the Oliver China Co. at an early date.

Car shortage is unknown here, and shipments are being promptly made.

Two tramps who were ejected from the plant of the Oliver China Co several nights ago threatened to blow up the place. They were immediately arrested, and now face the prospect of from one to three years at hard labor in the penitentiary.

An excellent business is reported at Toronto, O. the American China Co. Something entirely new in the way of a jug is the latest creation of Jefferson R. Warner. The following appointments are announced by this firm: Michigan—Birk & Shirk, Grand Rapids; St. Louis and South—E. W. Hughes & Co., St. Louis; New England States—G. A. Granville, Boston; Virginia—M. H. Pendleton, Richmond.

The heaviest business in the history of the firm is being handled by the Steubenville Pottery Co. The specialties they have placed before the trade are taking well. An excellent business was secured at the Pittsburgh exhibit.

James M. Loren has purchased the property of the Columbus Pottery Co., at Chaseland, north of Columbus, from Frank M. Raymund, trustee for \$18,500, or \$1,000 over the appraisalment. A stock company with

\$100,000 capital, and to be known as the American Mutual Pottery Co., is to be formed. Stock in \$,000 allotments is to be sold to jobbers, one sale being permitted in one city only. Operations will begin in May or June.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of December, 1906, compared with the same month in the preceding year, are as follows:

	1905	1906
Great Britain	\$197,273	\$237,555
Austria.....	74,674	75,125
France	162,288	144,523
Germany	226,556	288,231
Other Europe	24,083	25,264
Japan	127,544	124,210
Other Countries	8,991	11,659
Total.....	\$821,414	\$906,766

FOR TWELVE MONTHS ENDING DECEMBER

	1904	1905	1906
Great Britain...	\$2,927,523	\$2,665,490	\$3,068,083
Austria	89,239	966,243	1,014,64
France.....	1,810,573	1,832,321	1,969,137
Germany	4,694,691	5,042,605	5,135,913
Other Europe ..	361,657	47,401	365,733
Japan	815,637	1,237,617	1,875,549
Other Countries ..	94,366	106,995	135,610
Total.	\$11,956,626	\$12,199,677	\$13,564,289

TOYS

	1905	1906
France.....	\$ 6,447	\$ 9,509
Germany....	166,071	244,488
Other Europe....	8,197	15,447
Other Countries ..	23,685	32,306
Total....	\$204,400	\$30,700

FOR TWELVE MONTHS ENDING DECEMBER.

	1904	1905	1906
France	\$ 171,029	\$ 140,382	\$ 172,263
Germany	4,429,494	5,011,465	5,949,411
Other Europe ..	163,294	174,519	253,222
Other Countries ..	122,695	139,446	230,490
Total	\$4,894,512	\$5,465,832	\$6,605,386

GLASSWARE.

DECEMBER.		FOR TWELVE MONTHS ENDING DECEMBER.		
1905	1906	1904	1905	1906
\$265,825	\$277,013	\$2,950,266	\$3,138,561	\$3,283,312



Pittsburgh and Vicinity. The month of March is expected to eclipse all records. Never before has such a hopeful view been taken of future business. The sales agencies have already commenced to feel the new business, and the manufacturers are bending every effort to keep up with the demand.

The United States Glass Co. may in the near future manufacture their own gas. Indications are that the supply of natural gas is failing fast, and the officials have already started to give the matter serious consideration.

A bargain sale of cut glass specialties in one of the largest department stores here was one of the incidents of the week which attracted the attention of manufacturers. When the sale was over not an article remained.

One of the local selling agencies closed an order during the past week with a premium house which is considered one of the best of the kind placed this season. This sort of business has shown a good increase in volume so far this year.

Tarentum, Pa. A shortage of fuel, high water and cold weather have interfered with the full operation of the plant of the Tarentum Glass Co. Still, the firm has been able to keep up with shipments.

Monaca, Pa. At the No. 1 plant of the Phoenix Glass Co. a new office is contemplated. The new firm has encountered serious trouble with the gas shortage, but everything is moving along nicely now. While business is good, the cold snap has a slight effect upon orders.

The American Glass Specialty Co. has got its

plant in running order now, although it was a little belated in resuming this season.

Bellaire, O. A car of glassware consigned to the R. E. Dietz Co., Syracuse, N. Y., was knocked from a siding here, and almost all its contents smashed.

Toronto, O. Mr. Mortimer, of the Mortimer Ferguson Co., has just recovered from a severe attack of typhoid fever. He contemplates a trip to New York at an early date. A heavy mail order business is keeping the plant in steady operation.

Follansbee, W. Va. Thirteen shops are in operation and 150 people are at work at the new plant of the Jefferson Glass Co., recently removed here from Steubenville. Two more shops are to be added at an early date. Much detail work remains to be completed before the plant is in operation as the firm desires.

Sandwich, Mass. A hearing on the petition of the receiver of the Sandwich Glass Co for authority to sell the assets of the concern was held last week in Middletown, before George Stetson, referee in bankruptcy. It is understood that the affairs of the company will soon be settled up, and there are good reasons to believe that the business will be resumed.

Indiana, Pa. The Dugan Glass Co. are doing a heavy business in lemonade sets, although all departments of this plant are being operated to full capacity.

DAVID S. PLUME DEAD.

DAVID SCOTT PLUME, of the Plume & Atwood Mfg. Co., died on Tuesday at his home in Waterbury, Conn. Death was indirectly attributable to the wreck on the Southern Railway some weeks ago in which Samuel S. Spencer was killed. Mr. Plume was a passenger on a train following the wrecked one, and was delayed for twenty-four hours in consequence. The shock and worry incident to this experience aggravated his already weakened condition. He took to bed immediately upon reaching home and never left it again. Two children, Frank and Emily, survive him. His wife died a few years ago.

Mr. Plume was born in New Haven, Conn., on August 22, 1829. He removed with his parents to Newark, N. J., in 1835 and attended a private school there until, at the age of fifteen, he entered the employ of a brass goods manufacturing concern. He learned the business thoroughly and in 1852 established a factory of his own in Newark, with a store in New York city. In this manner he became acquainted with the brass manufacturers of Connecticut and was thus led to purchase an interest in the Thomas Mfg. Co. In 1866 he took charge of the business of that concern and removed with his family to Thomaston, Conn. The company was subsequently merged in the Plume & Atwood Mfg. Co. After a branch of the business had been established in Waterbury Mr. Plume and his family removed to the latter city.

The deceased was treasurer of the Plume & Atwood Mfg. Co. from its inception. At the time of his death he was also treasurer of the American Ring Co and president of the Colonial Trust Co., both of which are Waterbury institutions. Twice, in 1877 and 1879, Mr. Plume was a member of the Connecticut Legislature. He served four years as alderman and also filled other responsible positions in public affairs. He was a former director of the New England Railroad and the Naugatuck Railroad, and a member of the Union League Club, of this city. Mr. Plume was one of the delegates who chose Blaine for nomination. During his earlier residence in Newark, N. J., he was active in that city's volunteer fire department and was also high in Masonic and Knight Templar circles.

AN IGNIS FATUUS.

FITCHBURG, MASS., Feb. 8, 1907.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: We have been informed that there appeared in a periodical devoted to the glass trade an offer of a million dollars for a non-refillable bottle by a concern making a catsup or sauce. The name of the concern as well as the publication was not remembered by the one who told us of the offer. Do you know of any such offer ever being made? If it appeared in the CROCKERY AND GLASS JOURNAL we would like to secure a copy of the issue in which it appeared.

Very truly yours,

MERRIAM M'FG. CO.

[No million-dollar offer for a non refillable bottle has ever been made, to our knowledge. The story

evidently had its origin in the effort some years ago of the Pepper whiskey concern to find a bottle of the non-refillable kind. Their offer at that time was reputed to be \$10,000; but gossip, imagination and contortion of the truth have since increased this sum to a preposterous figure. The Pepper people deny ever having offered a penny for such a discovery.—ED.]

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N. Y.

RIVERSIDE GLASS CO.

Manufacturers of the original and only
Riverside Clinch-on-Collar Lamp,
Clinch-on-Collar Molasses Cans,
Plain and Decorated Tableware,
Stationers' Glassware.



No. 75. Molasses Can. Nickel-Top, Clinched-on

Wellsburg, West Virginia.

FANCY GOODS.

IMPORT 1907.

FULL lines of German, Austrian and French Goods now ready for inspection. The lines are full of the kinds of ware that sell at a profit. If you haven't got them you can't sell them. You are in business to make money. Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,

49 Barclay Street,

NEW YORK.

BUSINESS BRIEFS.

Fire caused \$500 damage recently to the Atwood Lamp Co.'s factory, Amesbury, Mass.

Manning, Bowman & Co., Meriden, Conn., manufacturers of granite and plated ware, have decided to treble the amount of their capital stock by increasing it from \$50,000 to \$150,000. The company has also decided to expend about \$50,000 in the enlargement of its plant.

Miss Flora Steipel, a cashier in the employ of N. Snellenberg & Co., Philadelphia, Pa., was arrested last week charged with embezzling the funds of the company to the amount of \$25,000. The woman, who is about forty years old, is alleged to have procured this amount within ten months by falsifying the books. She was sent to prison in default of \$10,000 bail.

Chas. Howell Cook, who was appointed receiver of the department store business of D. H. Brand & Co. when that concern failed early in January, was last Saturday elected trustee in bankruptcy by the creditors of the firm. He was given authority by the referee in bankruptcy, subject to confirmation by the court, to continue the Brand business for six months.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 2, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 2, '07	Correspond ing period 1906
Boston	102	177	656	618
New York	125	213	564	532
Baltimore.	371	140	1804	1038
Philadelphia.....	1	....	199	50
New Orleans	25	78	693	301
Newport News.....	....	....	173	169
San Francisco.....	....	2	85	142
Portland (Me.)...	142	29	574	151
Galveston.....	....	....	94	39
Portland (Or.)...	....	109	20	196
Inland Points.....	....	347	84	1361
Total ..	826	1145	4946	4577

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Feb. 2, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 2 '07	Correspond ing period 1906
New York	111	213	455	660
Boston	80	177	403	736
Philadelphia. . .	1	....	180	5
Baltimore	271	140	667	1093
San Francisco ...	....	2	85	112
New Orleans	25	78	590	541
Portland (Me.) . .	181	29	351	153
Galveston .....	....	....	86	20
Newport News....	....	....	173	54
Portland (Or.)...	....	109	20	196
Inland Points.....	....	367	26	18 0
Total	79	1115	3988	5453

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE

HELP WANTED.

WANTED—A salesman familiar with cut glass and pottery, for New York city and vicinity, by an old-established firm. Salary and commission. Address Box 454, this office.

SITUATIONS WANTED.

BUYER desires position with good department store. Long experience in china and housefurnishing goods.. Best reference. Address S, this office.

FOR RENT.

FOR RENT, IN HAMBURG—An apartment of five rooms, kitchen, etc.—well furnished—in one of the best quarters of the city. Suitable for Americans who spend a few months on the Continent and prefer home to hotel life. MRS. AHRENS, Schrodershift, 5 1 | 7, Hamburg, Germany.

BUSINESS OPPORTUNITIES.

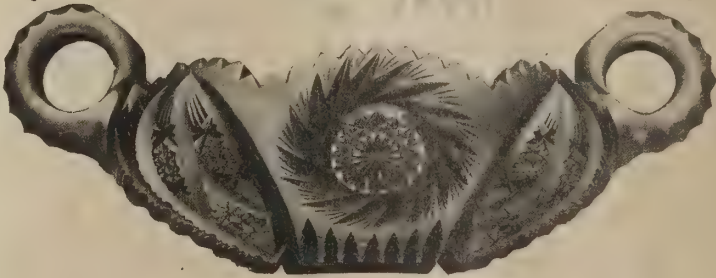
FIRM doing the finest grade of decoration ever produced in this country, on all English chinas and its own ware, already well established, wishes to come in contact with partner to take up the entire commercial side and willing to be financially interested (only small sum necessary). Address R. M. 29, this office.

WANTED—New York representative for largest and best line of stoneware specialties made. Must be acquainted with and able to get largest trade and give line proper attention. Answer quick. THE BRUSH POTTERY Co., Zanesville, Ohio.

FRY CUT GLASS

IS THE HIGHEST IDEAL OF GLASS MAKING.

It has a brilliancy unequalled. It is the best, both in value and quality Buy it.



TRAJAN

Capacity over last year is doubled.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

IROQUOIS CHINA



An American China with a frank American name, which challenges comparison with imported wares. It is a china that carries with pride the title "made in America."

In design, decoration, delicacy, and daintiness

"IROQUOIS CHINA"

is as perfect as any china made in the world.

In one thing only does it fall below the foreign article and that is *price*.

It is more economical than imported china because of its durability, and because any piece of any dinner set can be duplicated at your dealer's from open stock.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

CREATING A DEMAND!

That's the cry dealers make to-day, and that's what we are doing.

The magazine advertising we are doing is bringing us scores of letters in each mail saying, "I am ready to buy a set of dinner ware; tell me where I can get

IROQUOIS CHINA

in my city." We refer all these letters to the dealer. Are you one of them? Send for catalogue, price lists, advertising helps, etc.

If you are in New York call at our sales-room at the *Hotel Bartholdi*, Broadway and Twenty-third Street, where *Mr. W. F. Ellisson* will show you our full line.

IROQUOIS CHINA CO.,

Syracuse, N. Y.

Pottery at Solvay N. Y.

AT our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular-Priced
Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

New York: 38 Murray St. Baltimore: 122 W. Baltimore St. Chicago: 131 Wabash Ave.

300,000 BABIES

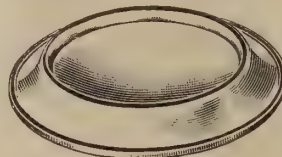
NOW USE THE

ROYAL BABY-PLATE

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO., 19 Burling Slip, New York.

FOR two weeks commencing Monday, March 4, Mr. A. H. Hays will be at the Fifth Avenue Hotel, New York, with a complete sample line from the

COOK POTTERY CO.

Here's a Point Worthy of Reflection:

Western shipments from Kittanning, Pa., Plant at PITTSBURGH
FREIGHT Rate.

Eastern shipments from Trenton, N. J., Plant at NEW YORK FREIGHT
Rate.

Vases.

Dinnerware.

Jardinieres.

Rail Plates.

Toilet Sets.

"Mellor & Co." C. C.

Pouyat China



THE KEYNOTE

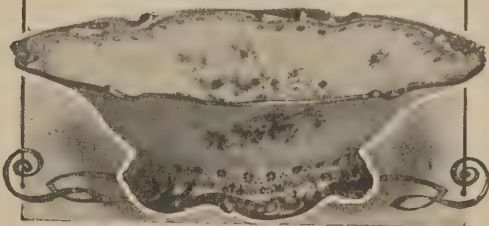
of perfect harmony in form, design,
color and gold gives

POUYAT CHINA

its pre-eminent qualities as an artistic
feature in American dining rooms.

The constantly-increasing demand
is the best warrant for the above
statement.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

THE WEDGWOOD CHINA SERVICE PLATES

I now have on
view will am-
ply repay
your inspection. Manufactured by Josiah
Wedgwood & Sons, Ltd., Etruria, England.
Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

PL
LIMOGES
FRANCE

Formerly

M. REDON.

LIMOGES: Faubourg des Casseaux



NEW SHAPES.

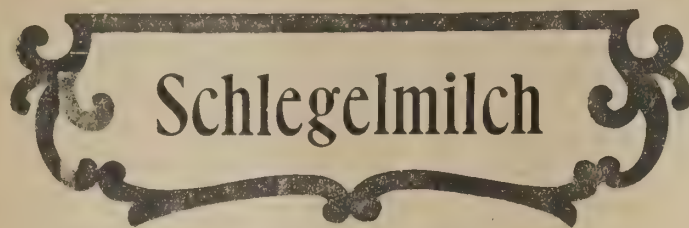
HAVE you seen our new Juliette shape? It is
something out of the ordinary, and a seller.
Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so
different from any we have previously made,
that those who have seen them say they seem to be
the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



CHINA FACTORIES.

It is well known that we make a SPECIALTY of the products of the "Schlegelmilch" china factories.

We display this ware in immense variety—and in a more complete and comprehensive manner than found anywhere else.

The conceded popularity and selling qualities of Schlegelmilch china need no comment. Wish you would call and see our exhibit.

You will find our other lines of china, together with glassware, well worth looking over.

The STROBEL & WILKEN CO.,

591 Broadway, New York.

We Can Say "Ready" To You Now.

The English language provides but one word which describes our import display of China, Art Glass, Art Pottery, Toys, Dolls, Clocks, Bronzes, Art Metals, Novelties, Electroliers and kindred lines, broadly enough :

Complete.

In vastness, variety, originality, distinctiveness, individuality.

Complete in every one of these details.
Nothing left to be desired.

Would you accept less, when all's to be had?

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.

IMPERIAL VIENNA Dinnerware and Fancy Lines.

Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.

Controlled for United States and Canada. Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.

Gold Medal at St. Louis Exposition. Sole Agents United States and Canada. Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

FOR THE PRESENT,

and until May first, when
we take possession of the premises 28 and 30
West Broadway, which we have recently
purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls
and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Bassett China.

The only one of the
leading brands of
china that IS NOT
AND WILL NOT
BE SOLD BY CAT-
ALOGUE HOUSES.

Bassett China.

JOHN DAVISON,

12 Barclay St.,

New York,

————— SOLE AGENT FOR —————

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

WE are the sole agents in this country for the celebrated "Rorstrands" soft body china—FINEST BONE CHINA made in Sweden. Samples now on exhibition in most exclusive shapes and decorations for first-class stores.

Our lines of Fancy French China are unexcelled, as well as in dinner ware patterns for open stocks.

Specialties in Norwegian Art Goods for holiday trade.

Large line of White French China Novelties for amateur decorating from Paroutaud Freres.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

***M**R. B. F. PRITCHARD is showing a complete line of samples from the QUAKER CITY CUT GLASS CO. and the ROCHESTER CUT GLASS CO. at the FIFTH AVENUE HOTEL, New York. Rooms 105 and 106.*

C. E. WHEELOCK & CO.,

PEORIA, ILL.,

wish to announce that their

— IMPORT CHINA —

samples of best European factories
are fully displayed at the

BROADWAY CENTRAL HOTEL,

Rooms 562 and 574,

WHERE

HORACE P. HUNT, our New York Representative,

HOMER F. HUNT, our Boston Representative,

will be pleased to see all visiting buyers.

WE CARRY LARGE LINES OF SOUVENIR CHINA.

Look Out for Radura !

It's a new line of matt green in vases and jardinières, and contains twenty-five distinct forms.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:

W. H. DUNN & CO., 54 Murray St.

T h e K o s c h e r a k

Import Lines for 1907

Our display of import samples of China, Art Pottery, Useful and Decorative Fancy Glassware and Specialties is now ready.

It is a collection of the best things from the best factories in Europe—all under one roof.

To visit these showrooms is like a trip to the Continent, minus the picturesque scenery and the expense.

You are cordially invited to make the trip.

Special attention is directed to our

Kaiserin Maria Theresia Dinnerware

—the greatest dinnerware line in the market. Limoges quality—Carlsbad prices. Six of the patterns are shown in colors in a circular we should like to send you. Write for prices. They will certainly astonish you.

K o s c h e r a k B r o t h e r s

29, 31 and 33 Park Place, New York

IMPORT 1907.

WE are pleased to announce that **OUR IMPORT DISPLAY** is now ready. The lines from our Factories at **LIMOGES and CARLSBAD** are more beautiful than ever and again contain a number of new and startling features.

We also call attention to our entirely new line of Fancy Goods from the old and well-known factory of **C. G. SCHIERHOLZ & SOHN, Plaue, Thuringia.**

These lines are controlled by us and cannot be found elsewhere.

CHARLES AHRENFELDT & SON

50, 52 and 54 Murray St., New York.



NEW YORK, FEB. 28, 1907.

THE CONDITION OF BUSINESS.

From the viewpoint of the large majority of the importers of china and glassware, this season has so far been the most profitable ever experienced. The attendance of buyers is large, and, while it may not exceed the number visiting here in some former years, the buying is more active and less hesitant than ever before. This is the most conspicuous trait exhibited by the out-of-town merchants. They are consuming less time than usual in making their selections, apparently deciding what they want before inspecting stocks, and then placing their business with very little preliminary talk and argument. For this reason the import houses have been enabled to care for the comfort of an astonishingly large number of patrons. Every importer, apparently, is pleased with the results to date, and if the trade preserves its briskness during the few remaining weeks of the import season there is no questioning the fact that it will be an unprecedentedly fine year.

But this feeling of gratification does not prevail to the same degree among either the resident agents for domestic factories or the traveling salesmen who are temporarily quartered at local hotels. In fact, there is more or less complaint among them that they are being ignored to a great extent because of the desire of buyers to first attend to their import obligations. They contend that most buyers do not by any means show the same solicitude for the domestic factories that they do for the foreign establishments. They

place orders now for foreign goods, argue the American selling folk, that need not be delivered in some cases before next August, September, and even October. Yet the domestic firms, they explain, are compelled to sit idly by, after preparing a lot of stock on speculation largely, until the very last minute, when the merchants fall over one another in their anxiety to secure goods. This eleventh-hour method of doing business, say the domestic selling agents, seriously embarrasses the factories, creates a lot of unnecessary worry and annoyance for the buyers themselves, and seems to serve no very beneficial purpose in anyone's case.

There is, of course, one very substantial reason why the domestic salespeople in New York are not booking a proportionately heavy business from the out-of-town buyers. The latter favored many of their friends among the road salesmen in this manner before coming to the metropolis. And, strange to say, the traveling fraternity continue to do good business. Just where they get it from is something of a problem in view of the presence here of so many representative buyers.

The buyers for local stores are exhibiting little purchasing spirit, either for import or domestic lines. The salesmen at the hotels have been particularly disappointed in this respect. Their patronage has been almost entirely from out-of-town buyers, for the New Yorkers and Brooklynites have rarely called to even

inspect the lines. This rather unlooked-for passiveness leads to the belief that the shopping season has not opened up very briskly yet, or that stocks were not depleted during the holidays to the extent that had been generally assumed.

While the bulk of the business this year **Trenton.** has come either from the road salesmen or by mail from the merchants, the season is notable for the numerous orders placed here personally by visiting buyers. In no previous year, possibly, have buyers come to the local factories in such large numbers. This has proven exceedingly gratifying to the manufacturers, for it enables them to make a more complete demonstration of their products than is possible on the road. The embarrassment caused by the non-arrival of clay and other materials has not proven serious yet, but some apprehension will be felt if relief is not soon afforded.

The cold snap has interfered with **Pittsburgh and Vicinity.** steady operations at the glass factories, although those which are equipped with gas-producing furnaces have been working full time. Staples are being ordered in larger lots, and new goods are selling well. It is predicted that the month of March will be one of the heaviest of the season.

Every manufacturing potter in **East Liverpool and Vicinity.** the Western district is maintaining prices, and with a heavier volume of business being booked than last year at this season they are congratulating themselves. The week was a good one for buyers, with some of the largest in the country yet to come. Salesmen's and mail orders continue good.

The potteries and glass factories of **Wheeling and Vicinity.** Wheeling, Bellaire, Bridgeport and Wellsburg are handling a very heavy business. Large orders for staples are being placed with the glass manufacturers, while in pottery specialties have the call.

A TIP FOR HOTEL MEN.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: If any of your readers should chance to visit Amenia, N. Y., they would be interested in the rare pieces of pottery and curios displayed upon the walls and in cabinets in the dining room of the Pratt House. There are about two hundred of them in all, covering an especially wide range of Americana, with a sprinkling of English, Spanish and Italian subjects, many of them reaching high figures in value.

American historic and scenic plaques contain views in Philadelphia, Fishkill, New Orleans, Troy, Baker's Falls, Lake George, West Point, Catskill Mountain House, Pittsfield, McDonough's victory on

Lake Champlain, Baltimore Exchange, Landing of Lafayette and Landing of the Pilgrims.

Among English scenic pieces are an especially beautiful Wedgwood representing a hunting scene, Cowes Harbor, Thornton Castle, Temple of Philosophy, an Indian Temple, scenes in the Alps, Fishmonger's Island, William Tell's Town, Anne Hathaway's Home, a muffin dish that belonged to Marie Antoinette, a teapot, and a number of Scottish and Italian scenes

There is some glass and a number of copper and silver lustre pieces, including a helmet pitcher.

These are all genuine antiques, excellently preserved. Mrs. Peter Pratt, the proprietor of the house, is a recognized connoisseur and has spent many years in bringing the collection together.

R. B. T.

There is a hint here for other hotel-keepers. Not all can be collectors of antiques; nor is it necessary. Modern pieces will serve equally well as decorations for a dining room, and it ought not to be difficult for a wideawake salesman to induce Boniface to adopt the idea.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

W C McMillan and W F Walker, with E W Edwards & Son, hf, Troy and Syracuse, N Y. Albert.
E D Bartholomew, with Wm Hengerer Co, hf, Buffalo. Imperial.
T F Burns, with J L Hudson Co, hf, Detroit. Breslin.
J H Reese, with Hager Bros, c, Lancaster, Pa. St Denis.
F W Pickup, with H H Sturtevant Co, hf, Zanesville, O. Cadillac.
C E Griffith, with Montgomery, Ward & Co, hf, Chicago. Navarre.
A J Scott, with Z L White Co, hf, Columbus, O. Breslin.
S J Stanley, with Porteous & Mitchell Co, hf, Norwich, Conn. 55 White.
W D Sanford, with Pettis D G Co, c, Indianapolis. 2 Walker.
D Saunders, c, and J Kohnfelder, hf, with Siegel, Cooper & Co, Chicago. Prince George.
A E Price, with The Fair, hf, t, Cincinnati.
W C Eichelberger, with C D Smith Drug Co, c, St Joseph, Mo.
A F Rathbun, with John A Roberts & Co, hf, Utica, N Y. Herald Square.
Lee Stewart, of D J Stewart & Co, hf, Rockford, Ill. Prince George.
D W Johnson, with Broadway Dep't Store, hf, Los Angeles. St Denis.
G F Williams, s, and W B Elms, hf, with Bennett Co, Omaha, Neb. Prince George.
E H Bentley, with Trask, Prescott & Richardson Co, Erie, Pa.
I Rosenbaum, of Rosenbaum Bros, hf, Cumberland, Md. Prince George.
J C Roller, with W Doerflinger Co, hf, t, La Crosse. Herald Square.
G F Williams, with the Bennett Co, s, Omaha. Prince George.
R Orr, with McCurdy & Norwell Co, hf, s, Rochester, N Y. Herald Square.
Mr Smith, of Timothy Smith D G Co, c, Boston.
D D Doyle, with Taylor-Woolfenden Co, hf, Detroit. B'dway Central.

E A S lberstein, g, and A R Chamberlain, s, with Panton & White Co, Duluth
F A Smith, with A G Pollard & Co, hf, Lowell, Mass. Navarre.
F R Martin, with Cowell & Hubbard Co, c, Cleveland.
E D Stauffer, with The May Co, s, Cleveland. Cadillac
G S Bissett of Grieve, Bissett & Holland, c, Waterbury, Conn. Herald Square.
E J Fogg, with Great Department Store, hf, Lewiston, Me. Everett.
Mrs J C Nourse, with Woodward & Lothrop, s, Washington. Holland.
L Reutsch, with G M Snook Co, c,hf, Wheeling. Albert.
F J Knodler, with Root D G Co, hf, Terra Haute.
A F Meter, with J F Farwell Co, Chicago. Breslin.
W W Frederick, with Stewart & Co, Baltimore. Navarre
J J West, with Powers Merc Co, c, Minneapolis.
E W Hammond, with Mendel Bros, c, Chicago.
Geo C Tonolla, with A Eisenberg, c, Baltimore.
F L Sturtevant, hf, and G D Sleigh, s, with Forbes & Wallace, Springfield, Mass.
A S Heller, with A Lisner, t, Washington. Normandie.
F H Dunmore, with Mitchell & Co, hf, Haverhill, Mass. Breslin.
W P Briggs, c, and W J Harkness, t, with Sibley, Lindsay & Curr Co, Rochester, N Y.
L M Games and T F Davey, with New England Store, Minneapolis Empire.
P W Sanders, with Charleston Crockery Co, c, Charleston, S C
Geo McCrea, with Boutelle Bros, c, Minneapolis
Miss Girton, with Petersen's Store, c, Davenport, Ia
R F Prael, of Prael, Hegele & Co, c, Portland, Ore.
E C Beltz, with Hillman's, hf, Chicago. Prince George.
A B Mallett, with Herzfeld-Phillipson Co, t, Milwaukee. Union Square.

OBITUARY.

W M. H. WEDDLE, of Wm B Weddle & Son, glassware agents at 25 West Broadway, died at Saranac Lake, N. Y., on Thursday, the 2 st, after a protracted illness. The deceased, who was twenty-two years of ago, graduated from Trinity School, this city, a couple of years ago and immediately joined his father in business. His health had not been satisfactory for a long time, and several months ago he was obliged to give up work entirely. His ailment was tuberculosis. The parents and several other members of his immediate family were present at Mr. Weddle's bedside when he died. Less than an hour before death occurred he called each one by name and pluckily assured them that he was "all right." The body was brought to this city, and the funeral took place on Sunday morning from the Weddle home, 251 West Eighty-first street. Interment was in Woodlawn. Mr Weddle was a member of the Pottery, Glass and Brass Salesmen's Association.

Edward C Cooper, vice-president of the Siegel-Cooper Co., and son of the founder, Frank H. Cooper, died Saturday of pneumonia at his home, 312 West Ninety-ninth street. He was born in Brooklyn in 1870.

When his father founded the company in Chicago he went into the store at the age of sixteen and had been with the company ever since.

I. H. Vanamsdale, a member of the firm of Flack & Vanamsdale, proprietors of the Cornwall Pottery, Cornwall, Can., died at the latter place recently.

Bernard Freeman, junior member of the firm of Freeman & Brothers, dealers in glassware and electrical supplies at 92 Bowery, this city, died in Asheville, N. C., on Thursday, the 21st. Mr. Freeman was twenty-seven years old and had suffered with illness for a year. He went to Asheville in the hope of recovering his health. His body was brought to this city and the funeral services were held from the home of his parents at 305 East Fiftieth street

EXAMINATION HAS BEEN POSTPONED.

A POSTPONEMENT of the examination of candidates for a vacancy in the position of examiner of crockery in the office of the Appraiser of Merchandise at the Port of New York has been made necessary. It will take place on March 16, instead of Feb. 25, as originally intended.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Feb. 9, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 9, '07	Correspond ing period 1906
Boston	134	98	790	711
New York	67	111	631	643
Baltimore. . . .	421	217	2225	1255
Philadelphia. . . .	148	140	347	170
New Orleans	400	6	1093	307
Newport News. . . .	33	108	206	277
San Francisco. . . .	294	7	85	142
Portland (Me.)	65	103	863	158
Galveston. . . .	103	159	142	196
Portland (Or.)	100	84	1461	
Inland Points. . . .				
Total	1562	885	6508	5462

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

to	Shipments week end'g Feb. 9, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 9, '07	Correspond ing period 1906
New York	66	111	531	771
Boston	116	83	521	829
Philadelphia. . . .	148	140	323	145
Baltimore	421	217	2088	138
San Francisco	174	7	85	112
New Orleans	400	6	990	547
Portland (Me.)	174	7	525	160
Galveston	42	108	78	123
Newport News. . . .	33	108	206	163
Portland (Or.)	103	159	20	196
Inland Points. . . .	100	84	26	2028
Total	1400	933	5888	6386

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jakes. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 28, 1907

"QUALITY, NOT QUANTITY."

IT is scarcely necessary to present proofs to emphasize the artistic as well as commercial advancement of the American people. In every sphere of life this tendency towards better things prevails. Increasing wealth has, of course, been an important factor in the encouragement of this artistic evolution; but it is not the sole or even the primary inspiration. Money is merely making it possible for Americans to indulge their growing taste in art matters, whether in china, furniture, pictures, or any other present-day luxuries.

Just as the people of to-day evince an improvement in taste over that of their ancestors, so will the next generation exhibit æsthetic ideas superior to those cherished by us. It is a natural and logical sequence of advanced education, the full enjoyment of which is made possible by our prosperous condition. Our forbears were quite satisfied with undecorated dinnerware that possessed neither daintiness of shape nor beauty of color. They regarded cut glass as a luxury that found its way into only the wealthy homes. Their standard of art, in fact, was measured pretty largely by what they found only absolutely necessary in the furnishing of the home. But what a change has occurred in late years! What was formerly regarded as a luxury is now viewed in the light of a necessity. Cut glass, instead of helping to ornament only the homes of the more opulent, is now days found in the residences of the middle and even

the poorer classes. The china dinner service is no longer regarded as beyond the reach of families of moderate means, and in every other department of production has the demand for the more beautiful things become evident.

This tendency towards more artistic and expensive articles perhaps justifies the argument that we are an extravagant people. From one viewpoint the accusation may be deserved. But is the gratification of one's craving for beautiful things really an extravagant trait? The country is necessarily better off by the increased refinement of its people, and as long as we are in a position to pay for the satisfaction of this desire there is no justification for criticism. Money is plentiful, and its free circulation cannot but redound to the benefit of all. Therefore, expenditures in such a direction merit approval and encouragement.

What does this attitude of liberality in the purchase of artistic things teach the makers of what are comprehensively described as "pottery" and "glassware?" Doesn't it suggest to them the advisability of keeping pace with the march of humanity's artistic progress? The demands of the future are quite as worthy of their consideration as those of the present. The trend of taste is bound to be upward, and the buying public is certain to annually become more discriminating in the matter of selection. The slogan conspicuously displayed at the annual convention of the United States Potters' Association in Washington in 1904 is eminently worthy of adoption. It read this way: "Quality, not Quantity."

PERSONAL.

IN no other respect, possibly, is there greater dissimilarity among men than in their method of shaking hands. There is every variety of handshake, from the cold, clammy grasp of the unsympathetic mortal, to the fine, warm, hearty, vigorous shake by "Jack" Hines, with Blakeman & Henderson, whose Western friends have dubbed him "The Man With the Iron Grip."

A story is related about "Jack" and his let-us be-friends shake that ought to be repeated. A Southern buyer, unsuspecting as regards "Jack's" unintentional strength of grasp, was presented to him in a downtown business house. The Hines features, as usual, broke into a broad smile of good nature that completely disarmed the man from the Southland. He thrust out his paw with no thought of danger, and "Jack" met it half way. Suddenly, as the pump-like motion that invariably accompanies a Hines handshake began, the Southerner's derby, which had rested lightly on his head, shot backward until it was held captive by only a few stray hairs. His nose glasses bounced off his nasal appendage quite as abruptly and pulled up at the end of a chain that dangled around

his waist line. Dismayed and wild eyed, the Southerner threw up his left arm as a token of distress. Released from the Hines digital embrace, he stepped back, solemnly counted each finger, and then deliberately buttoned his overcoat. "Now, Mr. Hines," he said, with the faintest suggestion of a smile, "go as far as you like; you can't shake off the overcoat"

M. K. Lindner, manager of the Nathan-Dohrmann Co.'s New York office, has returned from a three months' stay on the Pacific Coast. He spent most of the time in the San Francisco headquarters of the concern. Mr. Lindner gives most optimistic information regarding the rebuilding of San Francisco.

Miss K. Crouse has been continued in charge of the crockery and glass department of the Boston Department Store, Pittsburgh, Pa.—a new firm which has taken over the business of the Leader Store.

E. H. Bentley, buyer of china, toys and house-furnishings for the Trask, Prescott & Richardson Co., Erie, Pa., has been in the market for several days. Mr. Bentley was for many years connected with the Z. L. White Co. and the Beall Livingston Dry Goods Co., Columbus, O.

J. R. Osborn has taken charge of the Crystal Glass Co.'s sample room in Pittsburgh, the address of which is 210 Bissell block. Formerly, Mr. Osborn was a road order-booker for the J. B. Owens Pottery Co.

H. E. Kline will manage the new crockery and glass department to be installed in Watt & Shand's department store, Lancaster, Pa.

Employees of the Imperial Dry Goods Co., Altoona, Pa., recently presented G. H. Rawlins, general manager of the store, with a handsome gold watch and fob. Mr. Rawlins, who has occupied this position only a year, was formerly connected with Jas. McCreery & Co., this city, and Journeay & Burnham, Brooklyn.

R. J. Johnston and Mr. Pfeiffer, members of the Rochester Cut Glass Co., were noticed in town early this week.

H. W. Leopold presents the Huntington China Co.'s line at the Adams House, Boston, next week.

Col. E. C. Stahl, who has a wide acquaintance in the trade by reason of his eloquent addresses at banquets of the Crockery Board of Trade and the Pottery, Glass and Brass Salesmen's Association, suffered the loss of his home in Trenton, N. J., re-

cently by fire. The next day a certified check for \$6,000 reached the Colonel, with instructions to purchase a new home. It was signed by his daughter, Rose Stahl, star of "The Chorus Lady," which has been running for several months at a local theatre.

Chas. E. Cardon, with J. H. Venon, arrived home a few days ago from a Southern trip that covered a period of six weeks. About March 15 he opens a Western skirmish that will carry him to the Coast

Miss Annette A. Boiten, who has for several years been identified with the china department of H. Leonard & Sons, Grand Rapids, Mich. has become a member of the firm of Allison & Boiten, which has opened an art and china store at 40 North Division street, Grand Rapids.

C. Z. Brandow, who retired from the crockery business in Fort Plains, N. Y., a few months ago, was in the District one day recently. He is now the selling representative of a concern that makes pneumatic coverings for typewriter-keys.

Wm. E. Nye, with Maddock & Miller, has been in Hot Springs, Ark., for several weeks in pursuit of improved health. His condition has been so serious since early in the fall that he has done very little traveling, although last reports indicate that he is recovering.

The announcement early in the week that Chas. S. Whitman was elected president of the Board of Magistrates of Manhattan and the Bronx was received with considerable gratification in the trade. Magistrate Whitman spoke at the last banquet of the Pottery, Glass and Brass Salesmen's Association and "made good" with the banquetters.

Frank S. Warren, with Maddock & Miller, leaves on Saturday for a jaunt through the West and South that will keep him away for several weeks.

SALESMEN AT UPTOWN HOTELS

THERE has been a liberal representation of commercial travelers this week at the Bartholdi and Fifth Avenue hotels. The Bartholdi's guests include the following: W. F. Ellisson, with Iroquois China Co.; W. V. Higgins, with Buffalo Pottery Co.; J. A. Dirksen, with E. W. Donath; A. O. Williams, with J. W. McCoy Pottery Co.; P. Hanley, with Littlefield Silver Co., John A. Rohrbeck and Ideal Cut Glass Co.; H. S. Hunt, of Hunt & Sullivan Cut Glass Co.; H. W. Leopold, with Huntington China Co.; W. R. Eliot, with Meriden Cut Glass Co., and Geo. T. Jack

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son, with Liberty Cut Glass Co. Over at the Fifth Avenue this quartette is domiciled: A. L. Blackmer, of A. L. Blackmer Co.; B. F. Pritchard, with Quaker City Cut Glass Co. and Rochester Cut Glass Co.; Cecil Taylor, with Knowles, Taylor & Knowles Co., and Geo. H. Sylvia, with Pairpoint Corporation.

SIMPLIFIED BOOKKEEPING FOR RETAILERS.

FIRST ARTICLE

RETAILERS who are making an itemized entry of every credit sale in their day book and are carrying the charge from their day book to their ledger, where they have opened an account with each person to whom they have extended credit, will save themselves a lot of book work if they will investigate the merits of the following plan, which has been tried for several years in actual business and has been found to fill the bill in every way.

There are several reasons why a retailer should keep correct accounts. One is to be able at any time to give a customer an itemized statement of his purchases. Another is to have a book of original entry, to prove his accounts in court in case of dispute. The day book ordinarily fills both these requirements, and the account is merely carried from the day book to the ledger for your own convenience, as in the ledger you assemble the totals of all the different charges to each man under his name; and as this ledger is merely for your own knowledge you ought to think over your books and fix your system so it will give you the most information with the least work. You do not need to continue the system you are now using because someone else used it. Possibly you are a little more up-to-date than the other fellow, and you are more willing to take up new ideas which will bring results and save labor.

Now, instead of using your book to write down a list of every item purchased by every customer who buys on credit, why not save all that labor and still gain the same end? The original bills are themselves just as good evidence in court as a day book entry. Now, here is what one firm, doing a business of about \$50 per day, is doing, and its books are all kept with less than an hour's work each day.

In the first place, do not make any day book entry of the individual credit sales, but keep a counter tab on which the totals of each credit sale are put in one column and the payments on credit sales made on former days are put in another column. At the end of the day an entry is then made in the day book, and it will cover the entire credit business, giving all the information needed to post your ledger, where, instead of opening accounts with each credit customer, you only open one "Credit Accounts" and make one entry therein each day. This account shows you in a moment just how much goods you have out on credit at any time.

Now, the first thing to do in this system is to

write out a bill for your credit customer at the time he buys the goods, so that he can take it home with him and keep his own books if he so desires. You can get counter books on which these bills can be made out, and by using a carbon sheet you can make two at the same time. Just give the carbon duplicate to your customer and keep your original bill for your original charge, instead of entering it in your day book. The next step is to enter total amount of sale in the Credit Sale column of your counter tab, and then file the original bill away in the proper lettered compartment of a regular indexed letter file, such as are used by most business men for filing away old letters.

This letter file, which then becomes your original Credit Account File, is now your book of original entry for credit accounts, instead of your day book. The bills stay in the proper place until the end of the month, if a customer does not pay before, and at that time you get them together according to dates, make out a monthly statement to give customer, but again use the carbon paper and make statement in duplicate, pin the one copy of statement to the bills for the month covered by it, and give the other copy to customer as demand for payment. This leaves you with his account all figured up, and when he pays you you can receipt the statement pinned to the bills, enter amount of money received in Credit Account Paid column of your counter tab, and give the customer both bill and receipted statement, thus cleaning up your books of the entire amount, for you no longer have any interest in it.

In case a customer comes in and makes a payment on account, instead of paying in full, you must again use your carbon paper and write a receipt in duplicate, giving him one and pinning the other to the statement already pinned to his bills in your file, at the same time not forgetting to enter the amount of payment in the proper column on the counter tab.

By using this method you do away with a lot of day book entries, also a big job of posting, and you make but one little day book entry for all credit sales of the day, and one for all payments of accounts. You give your customer a bill of purchase, as you should do, no matter what system of books you keep; you give him a statement at the end of the month, as you should do; you give him a receipt for amount paid on account, as you should do anyway; so your duplicate sheets, made with the carbon paper, do most of your book-keeping for you, with no extra labor on your part, and almost no extra expense, as both carbon paper and counter books are cheap.

FOR JOINING GLASS AND METAL.

COMMON alum melted in an iron spoon over hot coals forms a strong cement for joining glass and metal together. It is the best thing for holding glass lamps to their stands, or for stopping cracks about their bases, as kerosene does not penetrate it.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
February 26, 1907.

ANTWERP

128	packages glassware.....	B Gunthel
28	"	A Berger & Co
8	"	W P Graham & Co
187	"	Miscellaneous Orders
27	chinaware.....	G F Bassett & Co
3	"	Fensterer & Ruhe
1	"	Miscellaneous Orders
27	toys.....	B Illfelder
10	"	L H Mace & Co
20	"	Miscellaneous Orders

BRUSSELS

31	packages glassware.....	L Straus & Sons
377	"	Miscellaneous Orders
14	chinaware.....	The Julius Levy Co
39	earthenware.....	Karl Hutte
18	"	L D Bloch & Co
220	"	Geo Borgfeldt & Co
4	"	Hamburger & Co
39	"	Strobel & Wilken Co
30	"	Miscellaneous Orders
23	toys.....	L H Mace & Co
1	"	Hamburger & Co
3	"	F A O Schwartz
8	"	F W Woolworth
145	"	Strobel & Wilken Co
121	"	Miscellaneous Orders

COPENHAGEN

176	packages glassware.....	Brown Bros
166	"	Fensterer & Ruhe

LIVERPOOL

354	packages chinaware.....	Haviland & Co
4	"	Bawo & Dotter
86	"	Chas Ahrenfeldt & Son
9	"	Endemann & Churchill
12	"	Miscellaneous Orders
5	glassware.....	J Davison
31	"	Miscellaneous Orders
2	earthenware.....	The Rowland & Marsellus Co
19	"	G F Bassett & Co
5	"	Bawo & Dotter
33	"	Geo Borgfeldt & Co
34	"	J Davison
8	"	O Goetz
16	"	Knauth, Nachod & Kuhne
16	"	Meakin & Ridgway
20	"	Maddock & Miller
6	"	L Straus & Sons
5	"	J Wygand & Co
107	"	The Julius Levy Co
8	"	Strobel & Wilken Co
10	"	Miscellaneous Orders
16	toys.....	Strobel & Wilken Co

HAVRE

27	packages chinaware.....	C Ahrenfeldt & Son
10	"	Haviland & Co
84	"	Miscellaneous Orders

CHRISTIANA

81	packages glassware.....	Geo Borgfeldt & Co
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LIMOGES

139	packages chinaware.....	W L Briggs
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ROTTERDAM

29	packages glassware.....	L Straus & Sons
21	"	Geo Borgfeldt & Co
14	"	Miscellaneous Orders
22	chinaware.....	C E Wheelock & Co
6	earthenware.....	L Straus & Sons
"	"	Bawo & Dotter
"	"	Miscellaneous Orders

HAMBURG

85	packages glassware.....	Fensterer & Ruhe
5	"	Geo Borgfeldt & Co
1	"	F Bing & Co
21	"	Samstag & Hilder Bros
216	"	L Straus & Sons
148	"	Eimer & Amend
26	"	Kmy-Scheerer Co
28	"	Knauth, Nachod & Kuhne
16	"	J Palme
20	"	Strobel & Wilken Co
443	"	Miscellaneous Orders
71	chinaware.....	C E Wheelock & Co
65	"	The Julius Levy Co
205	earthenware.....	Geo Borgfeldt & Co
30	"	F Bing & Co
176	"	L D Bloch & Co
235	"	Bawo & Dotter
4	"	B Illfelder & Co
28	"	Julius Palme
49	"	L Straus & Sons
8	"	F W Woolworth
4	"	N Wapler
5	"	G F Bassett & Co
24	"	Hamburger & Co
15	"	Koscherak Bros
1	"	M Kirschberger
2	"	Fensterer & Ruhe
4	"	J Wygand & Co
48	"	Strobel & Wilken Co
245	"	Miscellaneous Orders
10	toys.....	Geo Borgfeldt & Co
188	"	B Illfelder & Co
10	"	Hamburger & Co
2	"	L H Mace & Co
117	"	Samstag & Hilder Bros
74	"	Strobel & Wilken Co
267	"	Miscellaneous Orders
6	harmonicas.....	Strobel & Wilken Co

SOUTHAMPTON

26	packages chinaware.....	Wm Guerin & Co
7	"	L D Bloch & Co
5	"	Geo Borgfeldt & Co
18	"	Blakeman & Henderson
10	"	Bawo & Dotter
38	"	Paroutaud & Watson
8	"	L Straus & Sons
22	"	J H Venen
4	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

21	packages earthenware.....	Jones, McDuffee & Stratton Co
10	"	C J Pierce & Co
43	"	R F Downing & Co
34	"	L Wolf & Co
32	"	First National Bank
11	"	American Express Co
6	"	Geo Borgfeldt & Co
8	"	Houghton & Dutton
1	"	Wolf Fording & Co
38	"	Boston and Maine Railroad
2	"	Ferguson & Co
22	"	B D Webber
6	chinaware.....	C E Wheelock & Co

LIVERPOOL

29	packages earthenware.....	Jones, McDuffee & Stratton Co
2	"	Rowland & Marsellus Co
1	"	Shreve, Crump & Low Co
45	"	Mitchell Woodbury Co
2	"	Miscellaneous Orders

PALERMO

6	packages earthenware.....	Miscellaneous Orders
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OUT-OF-TOWN buyers have been quite as numerous and as businesslike in their purchases this week as during the previous one. The majority of the arrivals since Monday have been from the West, and the free, liberal manner in which they have made selections indicates that the erstwhile "wild and woolly" expects another year of great prosperity.

Buyers are manifesting much interest in Charles Ahrenfeldt & Son's display of fancy goods from the old-established factory of C. G. Schierholz & Son, in Plaue, Thuringia. The line is entirely new and contains a number of positive innovations.

Among the salient characteristics claimed for the Bawo & Dotter exhibit this year by "Joe" O'Gorman, their publicity guardian, are "vastness, variety, originality, distinctiveness and individuality." That's a pretty sweeping declaration for even an advertising writer to make, but a visit to the establishment will impress one with the conviction that it is fully warranted. It is a wonderfully complete display, including the most attractive items imaginable in china, art glass, art pottery, toys, dolls, clocks, bronzes, art metals, novelties, electroliers and kindred lines.

In the display at Geo. F. Bassett & Co.'s are complete lines of fancy goods that have already interested a large number of import purchasers. They include the productions of various German, Austrian and French factories. The virtue of newness distinguishes the decorating as well as the shaping of the goods, which are original and varied enough to warrant the inspection of every merchant desiring wares of this kind.

Perhaps the most distinguishing feature of the A. L. Blackmer Co.'s cut glass exhibit at the Fifth Avenue Hotel, which A. L. Blackmer himself directs, is the presence of so many positive novelties in the way of shapes. Two odd but practical and pretty assorted relish dishes are among the more noteworthy.

Then there are covered bonbons, footed high bowls, fern dishes and vases, the latter of which include several decidedly new forms. The cuttings on these and other items in the display evidence the same determination to get out of the rut of imitation and sameness into which so many cut glass firms stumble.

Firms in need of devices for the display of crockery and glassware will find it advantageous to consult Abels & Co., 460 West Broadway. Their line includes brass and rubber easels, plaque hangers, punch cup hooks, etc. The variety is uncommonly large, and a catalogue will be sent on request.

A printer in a preoccupied state of mind is capable of doing some astonishing things with cold type. The "ad" of the Ceramic Importing Co. in last week's issue contained the very remarkable statement that "soft baby china" was among that concern's offerings this season. The young man responsible for the conversion of the word "body" into "baby" was subjected to a rigid line of questioning. He finally weakened under the verbal fire and blushing admitted that possibly the error was due to the arrival at his home the evening before of a bouncing twelve-pound boy. We capitulated at once, and congratulated rather than censured him. The domestic tendencies of the members of the Ceramic Importing Co. are calculated to win him the same forgiveness from that source.

Quite distinctive among art pottery productions are the specimens from the Bretby factory, of which Jas. Douglass makes a comprehensive exhibit at 24 Park Place. The line demonstrates in a most convincing fashion the possibilities of the ceramic modeler and colorist. It contains pieces that bear a remarkable resemblance to wood with steel trimmings, and others that are so like bronze studded with jewels that no casual observer would detect the difference. Trays that contain all manner of designs, such as fruit, scissors, spools of thread, thimbles, cigars, matches, etc., are equally deserving of praise because

of their really wonderful similitude to the objects copied. Jardinieres, pedestals, umbrella stands, vases and tobacco jars are among the many items in the exhibit.

W. H. Dunn & Co. have received an assortment of lemonade sets from the Fenton Art Glass Co. that is particularly varied with regard to both shapes and decorations. Blue, green, ruby and amber are among the colors in which the ware is clothed, and applied to these is a series of pleasing handpainted floral and conventional designs.

Thos. G. Edge has added Nicolai & Co's cut glass to his exhibit at 66 West Broadway. The Warwick China Co.'s line in the same showroom has been augmented lately by pieces of Ioga ware containing new decorative subjects. Instead of floral types, which heretofore have been exclusively imparted to the Ioga, classic female heads are now being presented. They are likely to appeal quite as strongly to popular fancy as their floral predecessors. Venetian red is another striking color treatment that the Warwick has introduced this year. The designs ornamenting this line, too, are of faces and flowers. Richard Croker's famous prize-winning bull-dog is employed as the design on steins, tankards, catch-alls, etc.

B. F. Pritchard has opened, for a limited period, an exhibit of samples from the Quaker City Cut Glass Co. and the Rochester Cut Glass Co. at the Fifth Avenue Hotel, rooms 105 and 106. While the Quaker City assortment includes practically everything worthy of production in cut glass, the items in the Rochester display are limited to tumblers, custards, whiskies, finger bowls, footed sherbets, ales and champagnes.

Several very effective decorations appear among the samples of Weimar china at Julius Palme's headquarters. One of them exploits holly, another water-lilies, and still another berries—all in natural colors on a ground of grayish green. They create an effect strongly suggestive of handpainting under the glaze. There are other equally commendable decors in this line, but their claim to uniqueness is not so pronounced. Some designs of a higher standard are shown on a line of Bavarian china in the same showroom, and an even higher grade, and necessarily more expensive, series of decorative conceptions clothe the Silesian china items.

No Carlsbad dinner line ever previously shown by L. Straus & Sons could compare with this year's display, either in shapes or decorations. There are seven distinct forms in this assortment, and all, while differing from each other, are fashioned along exceedingly graceful lines. The decorations include seventy-five distinct patterns and cover a scope that is calculated to satisfy the widest variety of tastes, from

the most conservative to the most radical. The "Cleo," one of the seven shapes alluded to, has proven exceptionally popular so far.

The new Swedish room at J. H. Venon's quarters is at last fully prepared for the reception of merchants interested in his Royal Gustafsberg bone china. Green and gold dominate the interior of this room, which provides highly artistic surroundings for the dinnerware and specialties that compose his Swedish exhibit. The line contains a series of unusually pretty decorations, among which may be specialized a border design of primroses in green and yellow colorings that bear indication of having been executed solely by hand. Another pattern with a turquoise line encircling the outer edge of the plate and a dainty pink rose border just inside it is also very attractive. Mr. Venon announces that although the body of this Swedish ware is bone china, it is no more expensive than French china—a fact that will appeal to the purses of those connoisseurs who heretofore have not been sufficiently well supplied with the world's goods to gratify their tastes in this direction.

Horace P. Hunt, the New York representative of C. E. Wheelock & Co., Peoria, Ill., now showing full import china lines at the Broadway Central Hotel, was obliged several days ago to send for his brother, Homer F. Hunt, the Boston representative of the concern, to assist him during the next few weeks.

CONGRESSMEN MUST LIKE TO GIVE TIPS.

TRAVELING salesmen and others having occasion to visit Washington and other points in the District of Columbia must continue to give tips. Representative Murphy, of Missouri, endeavored to stifle the pernicious custom by introducing a bill "to promote the comfort of patrons of hotels, restaurants, cafes and eating houses in the District of Columbia by prohibiting the tipping of waiters." The House refused to consider the measure when it was presented on Monday.

POTTERY EDUCATION IN AFRICA.

THE English government has sent D. Roberts to Nigeria, West Africa, for the purpose of instructing the natives in the art of pottery manufacture. Mr. Roberts, who was formerly a manufacturing potter in Hanley, Eng., is expected to reach his destination the latter part of this month. Nigeria, which was formally proclaimed a British Protectorate in 1900, has a population of nearly forty millions, and the natives are a fine, stalwart, intelligent race, known as the Hausas.



Among the Potteries

East Liverpool and Vicinity.

Business with the potters during the closing week of February exceeded that of a year ago to a considerable degree. Buyers from the West who were attending the New York exhibit stopped off here on their way home, and some extensive business was placed. Small orders are plentiful, and the outlook for the future is all that could be wished.

* *

Manufacturers of pottery comment freely upon the manner prices are being upheld this season. It is reliably asserted that every manufacturer is closely maintaining the lists which became operative last January.

* *

Collections from the West and North are very good, while those from the South are reported a little slow. Eastern collections are also reported to be very easy for this season of the year.

* *

J. C. Dunn, of Wichita, Kan., one of the largest jobbers in the West, spent several days in the district during the past week—his first visit here in five years.

* *

A special meeting of the Potters' Club held during the past week was attended by almost every manufacturer in the Western district. The session was called for the purpose of canvassing the pottery situation of the country. T. E. McNicol presided and Charles Ashbaugh was the secretary.

* *

George C. Thompson has returned from an extended business trip to Cleveland.

* *

H. A. McNicol, of the Potters' Co-operative Co., is making a combined business and pleasure trip to Boston, New York, Philadelphia, Washington and Old Point Comfort.

* *

The National China Co. has opened a Baltimore office and has placed Lawrence Gillelan in charge.

* *

J. B. House, of San Leandro, Cal., who was

formerly Western representative of the East Liverpool Pottery Co., has formed a connection with the Globe Pottery Co.

* *

Western manufacturers have received better car service during the past two weeks than at any time so far this year. As a result the various firms have been enabled to catch up with the belated shipments.

* *

It is not likely that many manufacturers will remove their factories from this district to West Virginia because of a cheap gas rate. News has been received here that the Duquesne Glass Co., at Paden City, W. Va., has asked the courts to compel the Columbia Gas Co. to live up to its contract, the firm asserting it was to receive five-cent gas for five years. The gas company desires to annul the contract and raise the price to ten cents.

* *

Among the buyers who have been here recently were A. H. McAnulty, with Hollweg & Reese, Indianapolis; H. E. Kline, with Watt & Shand, Lancaster, Pa.; W. H. Anderson, with the L. Samler stores, Lebanon, Pa.; John Orlebeke, with H. C. Prange Co., Sheboygan, Wis.; Fred J. Waight, with Emery, Bird, Thayer Dry Goods Co., Kansas City, Mo.; Mr. Marquis, with Jones Dry Goods Co., Kansas City, Mo.; Mr. Norris, with O. T. Johnson, Galesburg Ill.; B. L. Weaver, Decatur, Ill.; J. C. Dunn, Wichita, Kas.; Charles Wykel, with Cleveland-Simpson Co., Scranton, Pa.

* *

A report is current that two East Liverpool manufacturers have been looking over the plant of the Dresden China Co. at Salineville with a view to purchasing it. The plant has been idle for several months.

* *

At a special meeting of the directors of the Globe Pottery Co. the following officers were elected: President, Noah A. Frederick; vice-president, Jacob Shenkle; secretary, C. H. Bauman; general manager, Harry Horwell. The duties of the treasurer will

likely be combined with those of President Frederick.

* *

John Wick, for some time associated with the pottery industry at Kittanning, may enter the business again—this time coming into the East Liverpool territory.

* *

B. Banner, of the Banner China Co., Beaumont, Tex., says that a season of prosperity is ahead in the South, and especially in Texas. He placed some very heavy business while in East Liverpool.



A very satisfactory business is being Wheeling, booked by the Warwick China Co.

W. Va. The new specialties originated by George Heisler are having a remarkable sale. Thomas Carr, president and general manager, is again at his office after a brief illness.

* *

Charles Franzheim, president of the Wheeling Potteries Co., says that by maintaining prices the firm has taken on a good amount of new business, instead of losing any. At a recent meeting of the board of directors the following officers were elected: President and general manager, Charles W. Franzheim; vice-president, George K. Wheat; secretary-treasurer, William A. Iseett; assistant secretary, W. J. Mays.

A deal has just been closed whereby the plant of the Cameron Pottery Co. becomes the property of the Elijer Co., of Newark, N. J. The factory will be reopened at once in all departments, and in addition to the usual output—dinner and toilet ware—a new department will be installed for the manufacture of sanitary ware.



It is said that a recent special meeting of Trenton. local jigghermen was called for the purpose of discussing the complaint that the grade of clay used at some of the potteries here is of such unsatisfactory quality that the wages of the workmen have been materially reduced. None of the officers or men would give out any information for publication, but it has since been learned that a committee was appointed with power to investigate and arrange for a conference with the manufacturers.

* *

Damage to the extent of \$1,500 was caused by fire on Monday morning at the plant of the Greenwood Pottery Co. The blaze originated in the pin room and is supposed to have been caused by crossed electric wires.

* *

The Columbian Art Pottery, formerly operated by the Morris & Wilmore Co., has been reopened by the newly-organized Morris China Co. This concern, which is composed of W. T. Morris, formerly of the Morris & Willmore Co., and his son Frank,

an artist of no mean ability, is manufacturing china vases, hatpin holders, sugars, creamers, teapots, etc. Belleek is also to be turned out shortly. The ware is undecorated, being produced for the exclusive use of decorators and metal-workers. The Columbian plant was established in 1893 and was operated steadily until two years ago.

* *

Welling G. Titus, with the Trenton Potteries Co., returns this week from Bermuda, where he has enjoyed a two weeks' rest.

* *

Alfred W. Lawshe, general manager of the Trent Tile Co., slipped on the ice as he was leaving his office a few days ago, and sustained a fracture of his right arm.

* *

The report that the Fisk estate, the new owners of the American Lamp and Brass Co.'s plant here, intended to operate the factory for lamp-making purposes is denied by Henry W. Green, legal representative of the estate. Counselor Green says it is the intention to dispose of the property at private sale. The plant was bought at sheriff's sale by the Fisk estate for \$28,600.



The plant of the Tiltonville Pottery Tiltonville, O. Co., which is controlled by the Wheeling Potteries Co., is having an excellent run on porcelain sanitary ware. Every department is working to its capacity and business is very brisk.



The stockholders of the Acme Crooksville, O. Pottery Co. have appointed S. K. Souders, of Crooksville, T. M. Ashbrook, of Zanesville, and A. Garlinger, of New Lexington, trustees of the concern, with power to sell the property.

A VALUABLE REFERENCE BOOK.

THE "Chemical Manual, 1907," by Prof. J. C. Olsen, A. M., Ph. D., Polytechnic Institute of Brooklyn, just issued by the D. Van Nostrand Co., of this city, will be appreciated by analytical, manufacturing and investigating chemists and students—in fact, by all who wish quick reference to up-to-date and reliable chemical and physical data. In addition to the many revised tables it gives in very compact form information to date that would require the search of many volumes both here and abroad, while in the closing chapters are concise reviews of recent chemical literature and a list of new books on the subject, both American and foreign. It is 12 mo. cloth, 496 pages, and can be furnished by the publishers of this journal at \$2.50 each, net. While similar books have appeared abroad, this is the first appearance of a work of such general scope and character in this country.

WM. J. BURDETT IS DEAD.

DEATH relieved the sufferings on Tuesday of Wm. J. Burdett, for thirty-five years manager of R. H. Macy & Co.'s china department, this city. Although a sick man for several months, Mr Burdett managed to spend at least a couple of hours daily at the Macy

installed in an American dry goods house. That was in 1872, when he opened the Macy department, over which he maintained supervision until his death. The space occupied by the department in 1872 covered 18x100 feet To-day it monopolizes more than 30,000 square feet, besides which many more hundreds of feet are taken up for the storing of stock This,



WILLIAM J. BURDETT.

department until a few days before Christmas. Since then he had been confined to his home at 155 West 49th street. He was aged sixty-three, and is survived by a widow and one son, Edward J, who has for some years assisted his father in the management of Macy's department.

Mr. Burdett enjoyed the distinction of having been the first manager of a crockery department ever

with the glass-cutting and decorating shops on the eighth floor, gave Mr. Burdett the honor of being in control of the largest crockery department in an American dry goods house at the time of his death.

Born in Chichester, Eng., on June 11, 1843, Mr. Burdett was virtually reared in an atmosphere of crockery and glass. His grandfather and father were in the retail crockery business. After considerable

experience on the other side he came to this country in 1866, becoming identified with the crockery houses of E. V. Haughton and E. D. Basford, and later opened the Macy department.

IN THE HOUSEFURNISHING WORLD.

The Burlington, Kas., Broom Mfg. Co. is about to open a factory.

The Globe Mfg. Co. has established a washing-machine factory in Perry, Ia.

A charter has been obtained by the Ransomville N. Y., Basket Co. Capital, \$4,000.

The National Fly Trap and Novelty Co., Boston, has been incorporated Capital, \$100,000.

J. H. Baskette is about to establish the Helena, Ark., Woodenware Co., which has \$50,000 capital.

Articles of incorporation have been filed by the Mason Brush Works, Worcester, Mass. Capital, \$5,000.

Universal Specialty Manufacturing Co., housefurnishings, Chicago, has been incorporated. Capital, \$25,000

The Williams Brothers Co., department store, Lockport, N. Y., has been incorporated. Capital, \$100,000.

The C. W. Richards Co., housefurnishings, Bridgeton, N. J., has been incorporated with a capital of \$25,000.

A bill has been introduced in the Missouri Legislature with the idea of placing certain restrictions upon trading-stamp concerns. It is very similar to the New York State law.

G. H. Widmere Co., Newark, N. J., to deal in glassware, housefurnishings, etc., has been incorporated. Capital, \$5,000.

Harry Koch, department store owner in East Liverpool, has announced his intention to open a similar establishment in Youngstown, O.

Plans have been filed by the Adam, Meldrum & Anderson Co., Buffalo, N. Y., for alterations and repairs in its store which will cost about \$41,000.

Extensive improvements to G. M. McKelvey & Co.'s department store, Youngstown, O., are to be made. The present floor space is to be increased by about 50,000 square feet.

The Hotchkiss Basket Co., Hinsdale, Mass., has been dissolved. M. G. Hotchkiss has retired, and the

business will be continued by the remaining partners, F. P. Costello and L. Roberts.

L. Samler and Bro. have disposed of the Leader department store, East Liverpool, O., to W. W. Sloan. The Samlers will devote their attention hereafter to their new stores in York, Lancaster, Hazleton and Lebanon, Pa. Crockery and glass departments have just opened in each under the general direction of W. H. Anderson.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY
GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

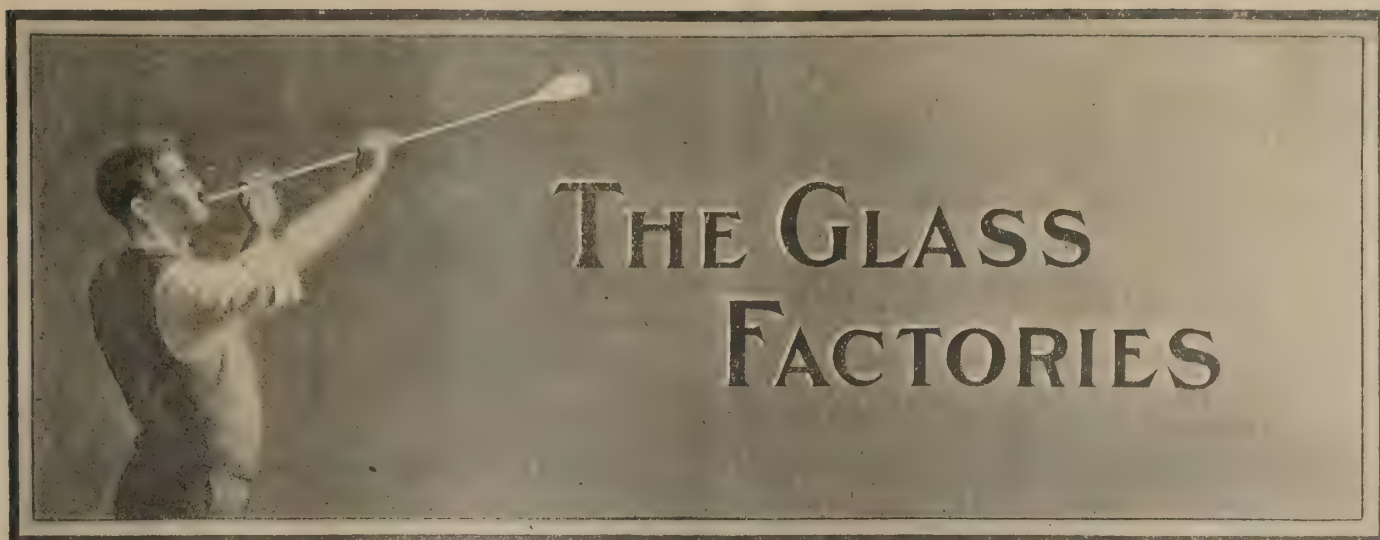
RIVERSIDE GLASS CO.

Manufacturers of the original and only
Riverside Clinch-on-Collar Lamp,
Clinch-on-Collar Molasses Cans,
Plain and Decorated Tableware,
Stationers' Glassware.



No. 75. Molasses Can. Nickel-Top, Clinched-on

Wellsburg, West Virginia.



Business for the month of February **Pittsburgh and Vicinity.** excelled that of a year ago. Large orders were placed for staples, and in some instances high priced goods sold well. The agencies are doing a good business with the country dealers, collections are not to be complained of, and manufacturers say their traveling salesmen are doing well; so that, taking it all in all, there is a very cheerful feeling here.

The Consolidated Lamp and Glass Co. have placed their Pittsburgh selling agency in the care of Tanner & Kearns, No. 311 Lewis Block, who have obtained additional rooms to give the line proper display.

W. J. Stout, with the Joseph Horne stores, has returned from a trip to Cleveland.

T. A. Neely, of Boggs & Buhl, Allegheny, Pa., has returned from his quarterly trip to New York.

S. F. Elkins, of the National Glass Co., has been spending the week in the Ohio district—his first trip out this year.

Cut glass of the higher quality is selling remarkably well—better than in years at this season.

All the plants of the Phoenix Glass Co. are running full time, and business is heavier than ever in the history of the firm.

At the annual meeting of the board of directors of the Pittsburgh Lamp, Brass and Glass Co., held at its offices in Allegheny, Pa., on the 20th inst., a dividend of seven per cent on the preferred stock of the company was declared, and the following officers were re-elected for the ensuing year: president, F. G. Wallace; vice-president, Daniel Taylor; treasurer, Lee A. Lyman; secretary, Arthur N. Green.

The three glass factories here are **Rochester, Pa.** working full time, although the shortage of gas has somewhat inconvenienced the management of the Rochester Tumbler Co. However, all the plants are able to keep pretty well up on their orders.

Addison Thompson has assumed the work of President W. E. Hunter, of the Rochester Tumbler Works, who recently retired. The work of Secretary Herman Anderson, who resigned on account of ill health, is being attended to by Joseph Tomkinson, who divides his time between the Pittsburgh and Rochester offices. Mr. Anderson will rest for about six months.

The Imperial Glass Co. is enjoying a **Bellaire, O.** season of great prosperity. The plant is running in every department, and the policy of Victor G. Wicke, secretary of the company, to keep something new constantly before the trade, is winning business all the time. The past year with this company was a procession of successes.

Two new lehrs are to be built at an early date by the Crystal Glass Co. The packing department has been enlarged, and with the new down-draft furnace the company has spent about \$5,000 on improvements. H. H. Barrett has been given charge of the factory.

The plant of the old Boston & Sandwich Glass Co., together with twenty-six or more dwelling houses adjoining the works, have been sold to a company that proposes to begin the manufacture of glassware at once. A number of attempts have been made within the past few years to revive the industry here with more or less success. The company that recently started the works went into bankruptcy, and the assets have been purchased by capitalists, who have

bought the entire property. It is said that the works are quite ready to start up.



The Haskins Glass Co is preparing to manufacture its own gas, the flow of the natural article not being sufficient to meet the demands of the company. The firm has booked a very satisfactory business since the first of the year.



Plans have been completed for New Martinsville, doubling the capacity of the W. Va. New Martinsville Glass Manufacturing Co. This will be accomplished by starting an additional furnace. Orders for the Klear-Cut lines 704 and 705 are very heavy. The decorated lines of this firm are also taking well with the trade.



The Fenton Art Glass Co. prides itself on the fact that it is the only W. Va. glass firm occupying a factory built entirely of concrete blocks. The firm broke ground for its new factory Oct. 5 last, and started operations Jan. 2, since when not a turn has been lost. The company is now arranging to double its capacity and increase its number of employees to about 500.



A contract has been awarded for an addition to the packing room of the W. Va. Fostoria Glass Co. The addition will cover a space of 23x24 feet, with a basement. The work will be started within a few days.

BUSINESS BRIEFS.

Fire caused \$10,000 damage recently to the Wolf China Co.'s store, Parkersburg, W. Va.

The American Brass Co., of Waterbury, Conn., voted on Tuesday to increase its capital stock from \$12,500,000 to \$15,000,000.

The directors of the International Silver Co. have declared a quarterly dividend of 1½ per cent on its preferred stock, payable April 1. This is an increase of ½ per cent over the previous quarterly declaration, and places the stock on a six per cent basis.

At the recent annual meeting of the Virginia China Co., Roanoke, Va., the following officers were elected; W. R. Reamey, president; M. H. Pendleton, vice-president; J. H. Rowlett, Jr., secretary; J. C. Caldwell, treasurer. These officers, with John T. Edwards, compose the board of directors. Although established as a manufacturers' agency about a year, the concern has since invaded the jobbing field as well.

W. A. Woolson has closed his crockery and glass store in Galion, O., and merged it with his establish-

ment in Mt. Vernon, O. The consolidation of the two stores under one roof has made it necessary for Mr. Woolson to engage larger and finer quarters almost directly opposite his old store in Mt. Vernon. C. C. Woolson will continue to do the office work and buying, while S. M. Woolson, who has been manager of the Galion store, is to have charge of the retail end of the business.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE

HELP WANTED.

WANTED—Pottery superintendent—first-class, active, progressive, experienced man who has a full knowledge of the manufacture of high-grade semi-porcelain. Give references and salary expected. Address KERAMIC, this office.

WANTED—Two first-class crockery and glassware packers for San Francisco. Good wages and steady employment. Reference. Apply to M. BLOCK, care of Johnson Bros. 25 Warren Street, New York, Monday morning.

GOOD opportunity for experienced young man in china and glass, who speaks and writes German, to take charge of an import floor and act as salesman. Address IMPORTER, this office.

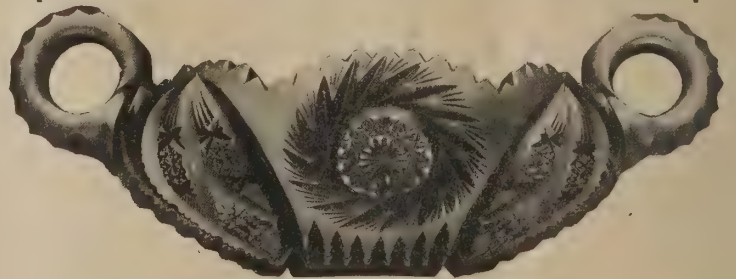
FOR RENT.

FOR RENT, IN HAMBURG—An apartment of five rooms, kitchen, etc.—well furnished—in one of the best quarters of the city. Suitable for Americans who spend a few months on the Continent and prefer home to hotel life. MRS. AHRENS, Schrodersht, 5 1 | I, Hamburg, Germany.

FRY CUT GLASS

IS THE HIGHEST IDEAL OF GLASS MAKING.

It has a brilliancy unequalled. It is the best, both in value and quality. Buy it.



TROJAN

Capacity over last year is doubled.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

IROQUOIS CHINA



An American China with a frank American name, which challenges comparison with imported wares. It is a china that carries with pride the title "made in America."

In design, decoration, delicacy, and daintiness

"IROQUOIS CHINA"

is as perfect as any china made in the world.

In one thing only does it fall below the foreign article and that is price.

It is more economical than imported china because of its durability, and because any piece of any dinner set can be duplicated at your dealer's from open stock.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you, free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

CREATING A DEMAND!

That's the cry dealers make to-day, and that's what we are doing.

The magazine advertising we are doing is bringing us scores of letters in each mail saying, "I am ready to buy a set of dinner ware; tell me where I can get

IROQUOIS CHINA

in my city." We refer all these letters to the dealer. Are you one of them? Send for catalogue, price lists, advertising helps, etc.

If you are in New York call at our sales-room at the *Hotel Bartholdi*, Broadway and Twenty-third Street, where *Mr. W. F. Ellisson* will show you our full line.

IROQUOIS CHINA CO.,

Syracuse, N. Y.

Pottery at Solvay N. Y.

At our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen

Popular-Priced

Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

New York:

Baltimore:

Chicago:

38 Murray St.

122 W. Baltimore St.

131 Wabash Ave.

300,000 BABIES

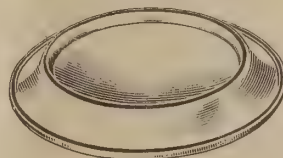
NOW USE THE

ROYAL BABY-PLATE

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO., 19 Burling Slip, New York.

FOR two weeks commencing Monday, March 4, Mr. A. H. Hays will be at the Fifth Avenue Hotel, New York, with a complete sample line from the

COOK POTTERY CO.

Here's a Point Worthy of Reflection:

Western shipments from Kittanning, Pa., Plant at PITTSBURGH
FREIGHT Rate.

Eastern shipments from Trenton, N. J., Plant at NEW YORK FREIGHT
Rate.

Vases.

Dinnerware.

Jardinieres.

Rail Plates.

Toilet Sets.

"Mellor & Co." C. C.

POUYAT China



TABLE JEWELS

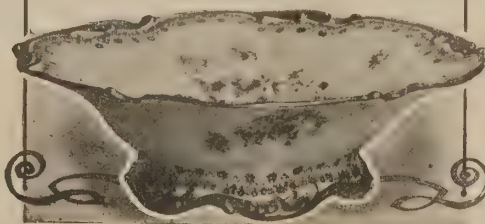
is the graceful appellation of a pleased customer looking over the line of specialties in

POUYAT CHINA.

They are the exclusive services which are so highly appreciated by people looking for something out of the ordinary.

The inquiry, "Where did you get such a beautiful set?" sends other customers to you—the dealer.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

WEDGWOOD JASPER,
WEDGWOOD CHINA and
WEDGWOOD QUEENSWARE,

Manufactured by Josiah Wedgwood & Sons,
Ltd, Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINÉ LIMOUSINE

P L
LIMOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

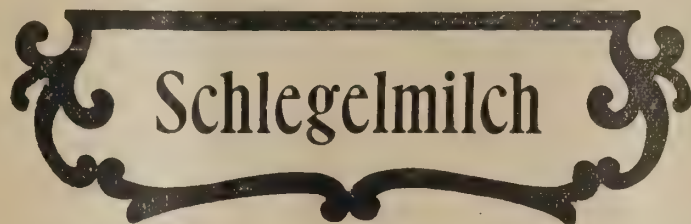
HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.



CHINA FACTORIES.

It is well known that we make a SPECIALTY of the products of the "Schlegelmilch" china factories.

We display this ware in immense variety—and in a more complete and comprehensive manner than found anywhere else.

The conceded popularity and selling qualities of Schlegelmilch china need no comment. Wish you would call and see our exhibit.

You will find our other lines of china, together with glass-ware, well worth looking over.

The STROBEL & WILKEN CO.,

591 Broadway, New York.

We Can Say "Ready" To You Now.

The English language provides but one word which describes our import display of China, Art Glass, Art Pottery, Toys, Dolls, Clocks, Bronzes, Art Metals, Novelties, Electroliers and kindred lines, broadly enough:

Complete.

In vastness, variety, originality, distinctiveness, individuality.

Complete in every one of these details.

Nothing left to be desired.

Would you accept less, when all's to be had?

Dawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



IMPERIAL VIENNA Dinnerware and Fancy Lines.—Controlled Decorations.

SAXE-ALTENBURG Fancy Lines.—Controlled for United States and Canada.
Rich patterns for jobbers and retailers.

KOSSUCH JANOS HUNGARIAN CRYSTAL GLASSWARE.—Gold Medal at St. Louis Exposition. Sole Agents United States and Canada.
Plain engraved to rich gold engraved Table Service. Bar Glassware.

CONTROLLED LINES FROM ALL LARGE FACTORIES OF AUSTRIA AND GERMANY.

JULIUS PALME,

35 Barclay Street, through to 40 Park Place,

NEW YORK.

FOR THE PRESENT,

and until May first, when
we take possession of the premises 28 and 30
West Broadway, which we have recently
purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.



NEW LINE. NEW SHAPES.
NEW CUTTINGS.



See our new Combination Footed Punch Bowls
and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Bassett China.

The only one of the
leading brands of
china that IS NOT
AND WILL NOT
BE SOLD BY CAT-
ALOGUE HOUSES.

Bassett China.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

WE are the sole agents in this country for the celebrated "Rorstrands" soft body china—FINEST BONE CHINA made in Sweden. Samples now on exhibition in most exclusive shapes and decorations for first-class stores.

Our lines of Fancy French China are unexcelled, as well as in dinner ware patterns for open stocks.

Specialties in Norwegian Art Goods for holiday trade.

Large line of White French China Novelties for amateur decorating from Paroutaud Freres.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

M**R. B. F. PRITCHARD is showing a complete line of samples from the **QUAKER CITY CUT GLASS CO.** and the **ROCHESTER CUT GLASS CO.** at the **FIFTH AVENUE HOTEL, New York. Rooms 105 and 106.

C. E. WHEELOCK & CO.,

PEORIA, ILL.,

wish to announce that their

→ **IMPORT CHINA** ←

samples of best European factories
are fully displayed at the

BROADWAY CENTRAL HOTEL,

Rooms 562 and 574,

WHERE

HORACE P. HUNT, our New York Representative,

HOMER F. HUNT, our Boston Representative,

will be pleased to see all visiting buyers.

WE CARRY LARGE LINES OF SOUVENIR CHINA.

Look Out for Radura !

It's a new line of matt green in vases and jardinières, and contains twenty-five distinct forms.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:

W. H. DUNN & CO., 54 Murray St.

**WE SOLICIT YOUR BUSINESS
ON THE MERIT OF OUR GOODS.**

**DECORATED DINNER,
TOILET WARES and
ARTISTIC NOVELTIES.**

Huntington China Co.,

HUNTINGTON, W. VA.

"Producers of Porcelaine for Particular People."

Pittsburg Office:
Union Potteries Co.,
Farmers' Bank Bldg.

Cincinnati Office:
Union Trust Bldg.

FOR SALE!

The Acme Pottery Company Plant,

AT CROOKSVILLE, OHIO,

will be sold at the discretion of the Trustees of the Company at their office in Crooksville, Ohio

This plant has been built and in operation less than four years, and was originally installed at a figure close to \$100,000. It consists of six biscuit kilns and two decorating kilns, and is equipped throughout with all modern machinery and appliances. One of the special advantages is the cheap natural gas which may be had for fuel

The plant is located just outside the corporate limits of Crooksville, which is a thriving pottery town enjoying especially cheap labor and unexcelled shipping facilities.

The fact that the Acme Pottery Company was hampered from its organization by a too limited working capital, and other reasons since arising, have caused the plant to be placed in the hands of the Trustees to be disposed of and its affairs closed up.

For additional information address

S. R. SOUDERS, Secretary,
CROOKSVILLE, OHIO.



NEW YORK SAMPLE ROOM:

No. 66 West Broadway.

284 Specialties

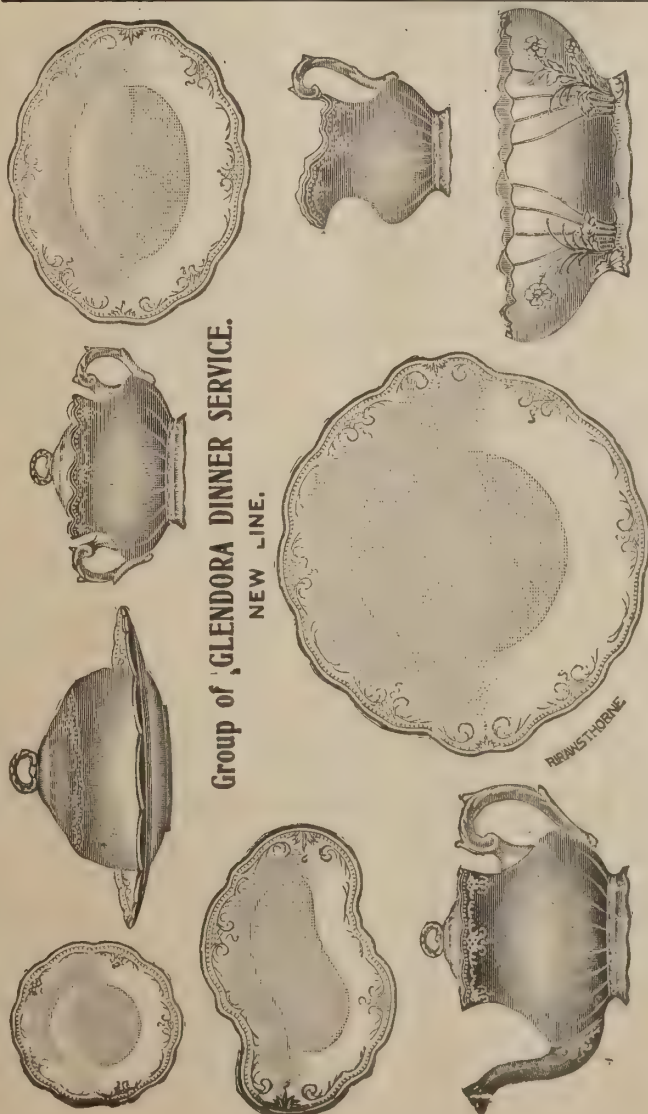
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SEND FOR PHOTOGRAPHS.

Warwick China Co.,

WHEELING, W. VA.



CARTWRIGHT BROS. COMPANY, East Liverpool, Ohio.

"KRYSTOL"
THE GLASS OF QUALITY



BERRY CREAM

"KRYSTOL"
THE GLASS OF QUALITY

"CHIPPENDALE."

Patented Feb. 5, 1907.



KENNETH

Increase Your Business

Increase Your Profits

Increase Your Sales



GLORIA

"KRYSTOL"
THE GLASS OF QUALITY

Write for Booklet.

"KRYSTOL"
THE GLASS OF QUALITY

DO IT NOW!

OHIO FLINT GLASS CO., Lancaster, O., U.S.A.

New York:

25 West Broadway.

Boston:

404 High St.

Pittsburgh:

307 Market St.

Philadelphia:

922 Market St.

Chicago:

45 E. Randolph St.

St. Louis:

404 N. Fourth St.

San Francisco:

Morgan & Allen Co.



NEW YORK, MARCH 7, 1907

THE CONDITION OF BUSINESS.

The activity in the market continues New York and new buyers are coming in every day. The majority of the jobbers have been and gone, although there are some prominent ones who have not yet made their appearance. Sales this year up to date are unprecedented, nearly every wholesaler reporting a largely-increased business. It is also gratifying to learn that the better class of goods still have first call. There will always be a demand for cheap wares, but with the universal prosperity all over the country the people at large are willing to spend more money to get handsomer and better goods. This not only the case among the importers; the domestic manufacturers are finding the same conditions.

A lull is bound to come very shortly—it usually occurs just before Easter—but it will not mean that buying is over. The recession does not last long, and need not be in the least discouraging.

Retail trade has been stimulated this week by special sales in the department stores. They were later than usual this year, but from all accounts the delay had no appreciable effect on the movement of goods. On the contrary, some of the managers of these stores think that the nearness to the Easter holiday has caused an increased buying. At all events, the week's output has been very gratifying.

Manufacturers, jobbers and department store managers assert that Pittsburgh and the month of March opened a little dull—mainly due to the heavy buying in January and early in February. However, the manufacturers say that mail orders are good, and the manufacturers' agents say that some heavy business is in sight for the month. Department store managers are planning numerous sales, and this will stimulate business.

Orders received by the potters East Liverpool during February are said to have been more extensive than last year. All plants are running full—the mild weather of last week permitting an ample supply of gas. A few buyers were in the district, and each declared that conditions compelled them to place larger orders than when they were here before.

Business continues good. The road Trenton. salesmen almost without exception are booking more and larger orders than they did a year ago. Reports from them bear out the impression that stocks in most of the retail stores have been greatly depleted in consequence of the splendid holiday trade. The call pretty generally is for prompt shipment. While staples are being or-

dered in quite as brisk fashion as usual, there is a particularly active demand for specialties. Never before, by the way, have local factories been better equipped with regard to fancy lines.

Pottery and stoneware manufacturers in the Zanesville district are having the busiest season of their career.

With one or two exceptions every plant is being operated to its capacity. Some manufacturers, in order to keep up with their business, are arranging to enlarge their plants at an early date.

The stoneware potteries of this district are all running full. There is some talk of increasing prices during the season—due to the advance in raw materials. Collections are reported easy.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

Mr Lyons, with Valley D G Co, c, Jackson, Miss.
 M J Cohen, c, Troy, N Y.
 W D Broome, Wm Barie D G Co, t, Saginaw, Mich. Grand.
 E H Wade, with Wm Barr D G Co, c, St Louis. Albany.
 L Goodkind, with Mannheimer Bros, c, St Paul. Navarre.
 G A Dahlgren, with Rothschild & Co, hf, Chicago. St Denis.
 C Starr, of Starr D G Co, t, Louisville. Woodstock.
 A P Lyon, with Stix, Baer & Fuller D G Co, hf, St Louis. Wellington.
 J E Hogan, with Denholm & McKay Co, hf, Worcester, Mass.
 J L Kesner, with Siegel, Cooper & Co, t, Chicago. Prince George.
 J J Curry, with Houghton & Dutton, c, Boston.
 Banks Bros, c, Chambersburg, Pa.
 Louis Reizenstein, c, Pittsburgh.
 H Kalish, with Boston Store, hf, Chicago. Grand.
 H W Schmidt, with Geo E Stifel & Co, hf, Wheeling. Prince George.
 P J Carroll and Mr Dillman, c, and Mr Griffith, t, with Jonas Long's Sons, Scranton and Wilkes-Barre, Pa.
 Mr Price, with The Fair, c, Cincinnati.
 W W Dodge, with David C Beggs Co, c, Columbus, O.
 John H Rose, c, Richmond, Va.
 Olds, Wortman & King, c, St Paul, Minn.
 Mr Raymond, with Weaver Glass and Queensware Co, c, Springfield, Mo.
 McMullen Bros, c, Cumberland, Md.
 J F Parker, c, Boston, Mass.
 Boutell Bros, c, Minneapolis, Minn.
 Mitchell & Co, c, Haverhill, Mass.
 Charleston Crockery Co, c, Charleston, S C.
 W and A Bacon, c, Boston, Mass.
 Pitkin & Brooks, c, Chicago.
 H H Thomas, with Merchants Importing Co, c, Chicago.

Miss L M Gaines, with New England Furniture Co c, Minneapolis.
 Hager Bros, c, Lancaster Pa.
 H E Wendland, c, Bay City, Mich.
 Leo Arnstein, with Edw Schuster, c, Cleveland.
 E B Taylor Co, c, Richmond, Va.
 N A Ferrie, with A T Lewis & Co, c, Denver.
 Henry Kempe, c, Lock Haven, Pa.
 James Hsilop & Co, c, New London, Conn.
 John Carson, of John Carson & Bro, c, Denver.
 Mr Woodman, with Ogden, Merrill & Greer, c, St Paul.
 A Scheiff, c, Newark, O.
 H Newman, c, East Liverpool, O.
 Kline, Eppenheimer & Co, c, Reading, Pa.
 Thos H Neely, with Boggs & Buhl, c, Alleghenay, Pa.
 Wright, Mitchell & Co, c, Uniontown, Pa.
 Meyer & Frank, c, Portland, Ore.
 Acme Department Store, c, Morgantown, W Va.
 John Shillito Co, c, Cincinnati, O.
 E Schmidt, with Heyn, Binswanger & Co, c, Detroit. Woodstock.
 B Gerson, c, Pensacola, Fla.
 M O'Neill & Co, c, Akron, O.
 J B White & Co, c, Augusta, Ga.
 Emery, Bird & Thayer Co, c, Kansas City, Mo.
 N M Hamilton, of Hamilton & Clark, c, Pittsburgh.
 E N Manning, c, Chicago.
 Younger & Zorn, c, Milwaukee.
 E D Bartholomew, with Wm Hengerer Co, hf, Buffalo.
 A H Sprague, with Howland D G Co, t, Bridgeport, Conn.
 C A Heckert, with Geo B Peck D G Co, c, Kansas City, Mo.
 Silas Ichenhauser, c, Evansville, Ind.
 J K Hull, with Joske Bros, c, San Antonio, Tex.
 F J Brigham, with S O Barnum & Son Co, t, Buffalo. Victoria.
 R H Wolff, with Wm Donaldson & Co, t, Minneapolis. Navarre.
 F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass. Herald Square.
 J W Shepard, with T W Rodgers Co, hf, Lynn, Mass. Prince George.
 E F Phal, of E F Phal & Co, t, Milwaukee. Grand Union.
 Julius Hertzberg, with S Kann, Sons & Co, c, Washington.
 F G Young, of Young & McCombs, t, Rock Island. Ill. Albert.
 F W Biddle, of Biddle's Dep't Store, hf, Knoxville, Tenn. Churchill.
 J H Lanham, of Lanham & Sons Co, hf, Rome, N Y. Broadway Central.
 W E Putts, of J W Putts Co, c, Baltimore. Albert.
 E D Stauffer, with The May Co, t, Cleveland. Cadillac.
 C Penshorn, with Deineke Toy Co, t, Milwaukee. Hoffman.
 A J Ferguson, with Callendar, McAu-lin & Troup Co, hf, Providence, R I. Herald Square.
 S V E Bippus, with J Long's Sons, t, Scranton. Woodstock.
 W J Ludwig, with Smith & Murray, hf, Springfield. Mass. Murray Hill.
 E D Garrison, with Sanger Bros, hf, t, Dallas, Tex. Albert.
 C C Bush, with Dey Bros & Co, hf, t, Syracuse, N Y. Park Ave.
 R E Winbigler, c, and J Mundschau, t, with Kroeger Bros Co, Milwaukee. Empire.
 D Davis, with Mack & Co, c, Ann Arbor, Mich. Earlington.
 A Pagenstecher, with Smith Bros & Co, c, Dayton, O. Belvedere.
 J Loewen, with Heyn, Binswanger & Co, t, Detroit. Woodstock.
 H Schoenthal, c, Washington, Pa.
 I Rothstein, with Kaufmann Bros, c, Pittsburgh.
 Will J. and Louis Salla, t, Chicago. Belvedere.

VETERAN CHINA MERCHANT DEAD.

AFTER a lingering illness, Erastus P. Allan died Monday night at his home in Newport, R. I. Although confined to his bed only since the last week in December, Mr. Allan had not been really well for a couple of years. His decline began when a fall on the ice during the winter of 1904 caused a broken leg. Not very long after he had recovered sufficiently to warrant his returning outdoors Mr. Allan sustained another fall, and broke his other leg.

Mr. Allan was considered one of the oldest, if not the very oldest china merchant in the United States. He was about seventy seven years of age and had been connected with the trade from early boyhood. In fact, he had not yet attained his majority when in control of his own business in Newport. The funeral took place on Thursday afternoon at two o'clock.

THE OTHER SIDE.

BROOKLYN, March 4.

Editor CROCKERY AND GLASS JOURNAL

Dear Sir:—There is always another side. This is it: Truly, H. H. DIGNAM.

It was very, very clever, and the boys say that they never
Read anything by Kipling half so good or half so clean
As the Biblical prose poem, the work of—well, you know him—
Published in a recent issue of your crockery magazine.

But I've come to the conclusion that there must have been a fusion,
And that Joe the Scribe was with you in the cheerful little
game.
For I've heard it softly hinted that the little skit you printed
Was sent to him in confidence, without a date or name

Now, as I've no desire nor in the least aspire
To go thundering down the ages as a poet or a wit,
I know no earthly reason, in the face of such high treason,
Just why I should be saddled with the authorship of it.

I see clearly my position, with you two in apposition—
One to do the writing, and the other run the press.
But I'd like to ask Josephus—and I hope he won't deceive us—
Was the letter that he published just like mine?—now, Joe,
confess!

When in some future ages those who study history's pages,
Or stand before my tablet in a Hall of Fame somewhere,
They'll hear no dissertation on the great loss to the nation;
But this simple little message: "He was always on the
square."

THAT SPANISH FRAUD AGAIN.

THE crockery men who have received letters from Spain relative to buried treasure will be interested in learning that one of the swindlers has been arrested. A cable dispatch says: "The latest victim of the old Spanish 'buried treasure' swindle is D. A. C. Dominguez, of San Francisco. He received the usual story of the imprisoned owner of treasure, of his unprotected daughter and of the fortune in the trunk. The swindlers agreed to meet Dominguez at Villa Alba, and the latter traveled all the way from San Francisco to keep the appointment. A railroad de-

tective at Villa Alba got wind of the affair and arrested a certain Fernandez at a local hotel just at the moment when Dominguez was handing over \$1,000."

RAILROAD RATES ON PRESSED GLASS.

THE Fort Smith Traffic Bureau, of Fort Smith, Ark. has filed with the Interstate Commerce Commission a complaint against the Pittsburg, Cincinnati, Chicago & St. Louis Railway Co and other roads forming through lines between Pittsburg, Pa., Gas City, Ind., and Fort Smith, Ark., involving the reasonableness of the present rates on pressed glassware, including tableware, lamps and lamp chimneys.

The complaint alleges that for a number of years prior to July, 1905, the carriers' rates on pressed glassware, in carload lots, minimum weight 16,000 pounds, from Pittsburg and Gas City, established on a differential basis, to Fort Smith, were 69 and 59 cents per 100 pounds, respectively; that on said date the application of the differential basis was canceled by the carriers and a through rate established, based on proportions east and west of the Mississippi River crossings; that such change in rate operated as an advance from Pittsburg and Gas City to Fort Smith and about thirty other common points in the State of Arkansas, making the present rate from Pittsburg to Fort Smith 90.5 cents, and from Gas City to Fort Smith 76 cents per 100 pounds; that, effective February 1, 1907, the carload rate from St. Louis to Fort Smith is advanced 6 cents per 100 pounds, and the minimum weight advanced to 24,000 pounds.

It is further alleged that such increases in the rates were made without justification; that the rates in effect for a number of years prior to July 24, 1905, yielded a compensatory revenue to the carriers for the service performed, and that the present increased rates are unjust, unreasonable and unduly prejudicial to Fort Smith and to the other common points in Arkansas affected by the advance. Violations of Sections 1, 2 and 3 of the act are alleged, and the Commission is asked to fix just and reasonable rates.

HERE'S A NEW ONE.

A COUPLE of department stores in Duluth, Minn., were recently relieved of their stocks by a novel method of thievery. Three crooks managed the scheme in each instance. They made it a point to reach the store early in the morning about the time that the janitor was expected. To him they represented that a friend of theirs had just been badly injured and that they wanted bandages to apply to his wounds. If the janitor fell to the story he was decoyed to the rear of the store under pretense of getting the goods. Meanwhile the two confederates in the front end of the store proceeded to carry off the most valuable merchandise in sight.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York.

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Single copies.....	.10

In remitting subscriptions, please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jakes. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 7, 1907

THE PHILIPPINES AS A MARKET.

THE Philippine Islands are bound to become large consumers of American products. Already the demand is increasing as the natives become better acquainted with our manufactures.

The population of the Philippine Islands, according to the last census, was 7,635,426. In 1905 they imported china and earthenware to the value of \$106,773, of which \$14,102 came from the United States. Not a large percentage, it is true; but the fact that the amount was double what it was in 1903 is encouraging.

In 1905 miscellaneous glassware to the value of \$115,705 was imported, of which \$12,744 worth came from the United States. Germany furnished more of this than any other one country, heading the list with \$33,005, while Spain was second, with a total of \$17,191. Great Britain, the United States and France follow in the order named.

The lamps and chandeliers imported in 1905 amounted to \$30,790, of which Germany furnished \$20,727, and the United States \$4,663.

American pottery manufacturers did not benefit very largely in 1906, at least up to October, by the commercial progress of the Philippine Islands. For nine months ending September last the exportations of earthenware, stoneware and china from this country to the Philippines aggregated but \$2,842. This is a rather startling change from 1905, when the exportations during the same nine months totaled \$12,-

958. Even in 1904 the record for the same period excelled the 1906 figure by nearly \$2,000. What the United States potters lost the English, German and Chinese firms more than gained. The importations from England during the nine months reached \$22,460 as against \$15,645 the previous year. Germany sent over to the Filipinos goods to the value of \$14,312, an increase of nearly \$10,000 over 1905. The Chinese importations aggregated \$21,345, while during the same nine months in 1905 the total was but \$15,990.

That the demand for pottery is increasing at a marked rate is evidenced by the nine months' total in 1906, which was \$75,175. In 1905 it was \$57,242, and in 1904 it was \$46,413.

The Chamber of Commerce in Manila is endeavoring to create a sentiment in favor of American goods, and is urging our manufacturers to investigate the matter and take measures to develop trade. In the near future our relations with these islands will be much closer than they are now, and those who would lay foundations for future business ought to begin at once. The crockery and glass men, by the exercise of prudence and forethought, may establish connections now which in a few years will bring large returns. The subject is one of considerable importance, and manufacturers who are first in the field will secure decided advantages.

PERSONAL.

ON an office-door in the Jefferson Arms building, at Jefferson and Franklin avenues, Brooklyn, has just been placed a sign that reads: "Geo. S. Smallwood, Osteopathic Physician." Thus does "Chips," than whom no more popular purveyor of French china ever traveled out of New York, officially terminate his career as a commercial traveler and become a healer of mankind. Circumstances of a rather extraordinary nature have been responsible for this change in his life work. Injured in a railroad accident while on a Western selling trip several years ago, he was soon afterward forced to give up the road, and later became a helpless invalid. Specialists pronounced his malady incurable. Even his family and friends lost hope in his recovery; but "Chips," with characteristic courage, smiled away their apprehensions—and waited. He became interested in osteopathy, was removed at his own request to a Western institution for treatment, and finally recovered. Then, determined to assist in the relief of others afflicted, he took up the study of the science, and graduated recently with honors. Our sentiments with regards to "Chips" may be crystallized in two words: "Best wishes.!"



Wm F. Lewis, who patrols a portion of the Western territory for the Geo. H. Bowman Co., has invented a new trunk for the transportation and dis-

play of china salads, plates and cake plates. He proposes to market it shortly.



Carl Finkl, from the Bassett china factory in Austria, who has been here since last October to study American methods and ways, sailed on the Kaiser Wilhelm der Grosse, Tuesday, for his home in Europe.



W. H. Anderson, who was recently placed in charge of L. Samler & Bro.'s crockery and glass departments in York, Lancaster, Hazelton and Lebanon, Pa., has been placing orders in New York for several days. Mr. Anderson was formerly buyer for P. Weist's Sons, York, Pa.



F. R. Martin, with the Cowell & Hubbard Co., Cleveland, sailed on the Frederick der Grosse last Saturday for Europe to buy goods. He went by way of Naples.



Andre Guerin and Chas. Weiss left on Wednesday with a complete new line of samples from Wm Guerin & Co. for an extended tour through the West.



E. H. Mays, manager of the New York office of the Consolidated Lamp and Glass Co., was recently called to Barnesville, O., to attend the funeral of his father, J. D. Mays.



Eugene Schmidt, buyer for Heyn, Binswanger & Co., Detroit, was summoned home from New York on Tuesday because of the illness of both members of the firm. Mr. Binswanger is recuperating in Atlantic City, but Mr. Heyn's prostration has been more recent.



Thos. B. Cannon, formerly with the J. B. Owens Pottery Co., is now traveling for Carlowitz & Co., taking in the Middle West and Southwest. Geo. W. Moore, formerly with Vantine, has associated himself with Carlowitz & Co., taking the Northwest for his territory.



Geo. E. Bates has signed with E. Bergman & Son, local manufacturers' agents, whom he will represent as a salesman in New York and vicinity. Mr. Bates had been selling goods for Theo. Frankel, also of this city, since his retirement as buyer for the Fourteenth Street Store.



Peter O'Neill, buyer for Snellenburg & Co., Philadelphia, has been enjoying a well earned rest during the past couple of weeks at Palm Beach, Fla.



Leonard Stock, with Chas. Ahrenfeldt & Son, left on Monday for the West. Geo. F. Mackey and E. W. Schultz, road representatives of the same concern, depart on Saturday. The first-named migrates West-

ward, while Mr. Schultz sails for Charleston, S. C., and from that point proceeds on a tour of the South.



Wm. D. Dougherty, with the Consolidated Lamp and Glass Co. has just completed an eight weeks' expedition through New York State and New England.



John J. Reed sailed Tuesday, Mar. 5th, on the Kaiser Wilhelm der Grosse, for Europe, to buy china and bric-a-brac for N. Snellenberg & Co., Philadelphia.



F. P. Boyland sent out invitations for the opening of the Duffy-Mc Innerney Co.'s new store in Rochester last Monday.



John S. Morse, who has just been appointed buyer for Shreve & Co., San Francisco, is registered at the Imperial Hotel, this city. He sails for Europe on the Cedric March 22.



J. B. Sheridan, who has not been actively identified with the trade since he surrendered the management of the Edw. Malley Co's china department, New Haven, Conn., several months ago, is just recovering from a serious attack of illness. He is still confined to his home in Jamaica, L. I.



J. M. Gehlhausen has become a member of the L. B. Livingston Dry Goods Co., Columbus, O., and will act as general superintendent of the concern. For many years, Mr. Gehlhausen was superintendent for the Beall-Livingston Dry Goods Co. also of Columbus.



P. J. Carroll, who gave up the management of Wise, Smith & Co.'s china department, Hartford, Conn., quite recently, has connected with Jonas Long's Sons, Scranton, Pa. He is now in New York making his introductory purchases for that concern's department.



Chas. N. Edmonds, who was formerly in charge of the Perfection Glass M'fg Co.'s plant, Washington, Pa., has been engaged as general manager of the Anchor Glass Co.'s factory, Mt. Pleasant, Pa. The latter will probably begin manufacture in two or three weeks. Pressed tumblers, fruit jars, etc., are to be made.



J. K. Hull, buyer for Joske Bros., San Antonio, Tex., is in New York placing import orders



Richard A. Cavanaugh is again at the helm in the management of A. Lisner's china department, Washington. The vacancy in A. A. Brager's, Baltimore, created by his departure, has been filled by Mr. Fiteman, formerly a member of the firm of Fiteman & Meyers, also of Baltimore. The return of Mr. Cavanaugh to Lisner's is notable principally for the

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reason that he has on three or four previous occasions resigned from the post, only to later re engage with the firm



M Benford is home again after an eight weeks' campaign through the West and South with samples from the Continental Art Glass Co. and Empire Cut Glass Co.



Harry L. Seixas, with Edw. Boote, closed a three days' engagement in Pittsburgh last Saturday and then left for the West.



Edw. E. Hamblin, who recently gave up the management of Gimbel Bros.' china department, Philadelphia, has signed with Lazarus, Rosenfeld & Lehmann.



Publicity is a good thing, and Theo. Frankel is getting all he can out of signs and illuminations. No one entering the second floor of 25 West Broadway can fail to find the Ohio Flint Glass Co.'s line. First and foremost is an electric illuminated sign arranged in the characteristic manner employed to exploit "Krys-Tol" glass. Then comes Theo. Frankel's name on a glass globe, while the word "Krys-Tol" is displayed in black, in red and black, and white. People will get to know that name, surely.



W. J. Reid, London, Can., is in the city placing import orders. He says that business has been and still continues to be excellent in the Dominion.



H. B. Schneider, for a long time with L. Straus & Sons, has made a connection with the J. D. Bergen Glass Co. at the New York office.



B. F. Drakenfeld, accompanied by his wife, sailed for Europe Tuesday last on the Kaiser Wilhelm der Grosse. His trip will combine business and pleasure.



John J. Gorham has succeeded Mr. Kelman as superintendent of Robertson, Sutherland & Co's department store, Lawrence, Mass.



Frank W. Moore has accepted an engagement with L. Wertheimer & Co., the Japanese importers. Mr. Moore, who cultivated an extensive friendship in the trade during his connection with the Consolidated Lamp and Glass Co. and later the American China Co., is to travel East for his new employers.



John Carson left on Tuesday for Denver after having fulfilled one of the saddest missions of his life. The sudden death in an uptown hotel of his buyer, P. S. Douglass, brought Mr. Carson to New York a couple of weeks ago. After arranging for the transportation of the body and caring for the effects of the deceased, Mr. Carson was obliged to complete the buy-

ing of china and kindred lines which Mr Douglass had only partly accomplished when his untimely death occurred.



Justin Tharaud, with Endemann & Churchill, arrives in Los Angeles on Friday of this week and after a stay of four days goes to San Francisco, to remain a week.



According to information which reaches us too late for verification, Thos. B. Cannon has become manager of the Edw. Malley Co.'s china department, New Haven, Conn. This Mr. Cannon was formerly buyer for the Edw. Wren Co., Springfield, O.



Ernest Wade, buyer for Barr Dry Goods Co., St. Louis, arrived in New York on Wednesday.



T. C. Reimer, with C. L. Dwenger, leaves for a Western trip on Saturday.



W. E. Knowles, with Paroutaud & Watson, leaves on Monday for a trip to the West. John E. Plummer left for the Middle West this week.



W. H. Behringer and Miss Clifford, buyers for Hess Bros., Allentown, Pa., were in town this week and will be in New York again next week. They register at the Broztell.



J. H. Roth, with C. E. Wheelock & Co., Peoria, Ill., has been in the city for a few days looking after business.



Fred Seegers will be at the Bartholdi March 11th for two weeks with lines from the Edwin M. Knowles China Co.



Thos. W. Pinder, salesman for the Cook Pottery Co., has been confined to his Brooklyn home for several days because of illness. He hopes to resume his road work next week.



A. H. Hays is comfortably quartered in room 387 at the Fifth Avenue Hotel with the Cook Pottery Co.'s line. His stay there will end on the 15th.

BLAZE ON WARREN STREET.

FIRE broke out on Tuesday night in the sub cellar occupied by Zeh & Co., importers and jobbers, at 45 47 Warren street, this city. The flames had gained considerable headway before the arrival of the fire department, and the damage to stock and fixtures will reach about \$7,000 or \$8,000. The stocks of Sartorius & Co., dealers in artists' colors and materials, and Fensterer & Ruhe, china and glassware, were damaged by smoke. It was nearly an hour before the fire was extinguished.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
March 5, 1907.

ANTWERP

68 packages glassware	B Gunthel
9 " "	Fensterer & Ruhe
22 " "	J M Shaw & Co
19 " "	Miscellaneous Orders
32 " earthenware	Geo Borgfeldt & Co
3 " "	Fensterer & Ruhe
2 " toys	R H Macy & Co
10 " "	Strobel & Wilken Co
7 " "	Miscellaneous Orders

HAVRE

5 packages chinaware	Bawo & Dotter
3 " "	Haviland & Co
4 " "	Miscellaneous Orders
74 " glassware	E Utard
14 " "	Miscellaneous Orders

LIVERPOOL

106 packages chinaware	Haviland & Co
9 " "	Ceramic Importing Co
7 " "	Bawo & Dotter
6 " earthenware	The Rowland & Marsellus Co
6 " "	E Bcote
7 " "	J Davison
83 " "	Maddock & Miller
11 " "	Meakin & Ridgway
7 " "	R Slimmon & Co
14 " "	Miscellaneous Orders
19 " toys	Strobel & Wilken Co

MANCHESTER

2 packages glassware	Strobel & Wilken Co
6 " chinaware	" "
7 " toys	" "

SOUTHAMPTON

28 packages chinaware	Wm Guerin & Co
6 " "	Geo Borgfeldt & Co
8 " "	L D Bloch & Co
11 " "	C L Dwenger
6 " "	F W Jenkins & Co
10 " "	J H Venon

HAMBURG

58 packages toys	Strobel & Wilken Co
81 " earthenware	" "
15 " glassware	" "
4 " harmonicas	" "

ROTTERDAM

4 packages earthenware	L Straus & Sons
4 " "	Geo Borgfeldt & Co
36 " "	Bawo & Dotter
79 " "	Miscellaneous Orders
1 " glassware	L Straus & Sons
1 " "	Geo Borgfeldt & Co
6 " "	Miscellaneous Orders
14 " toys	F A O Schwartz
22 " "	Miscellaneous Orders

BRISBEN

14 packages glassware	L Straus & Sons
243 " "	Miscellaneous Orders
40 " earthenware	Karl Hutter
7 " "	Knauth, Nachod & Krhne
27 " "	Strobel & Wilken Co
34 " "	Miscellaneous Orders
9 " toys	L H Mace & Co
225 " "	Geo Borgfeldt & Co
5 " "	Hamburger & Co
1 " "	R H Macy & Co
7 " "	F A O Schwartz
9 " "	Samstag & Hilder Bros
20 " "	A Steinhart & Co
74 " "	Strobel & Wilken Co
67 " "	Miscellaneous Orders

LIMOGNE

99 packages chinaware	W L Briggs
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IMPORTS AT PORT OF BOSTON.

COPENHAGEN

190 packages earthenware	C J Pierce & Co
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MANCHESTER

2 packages earthenware	British Bank of North America
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LIVERPOOL

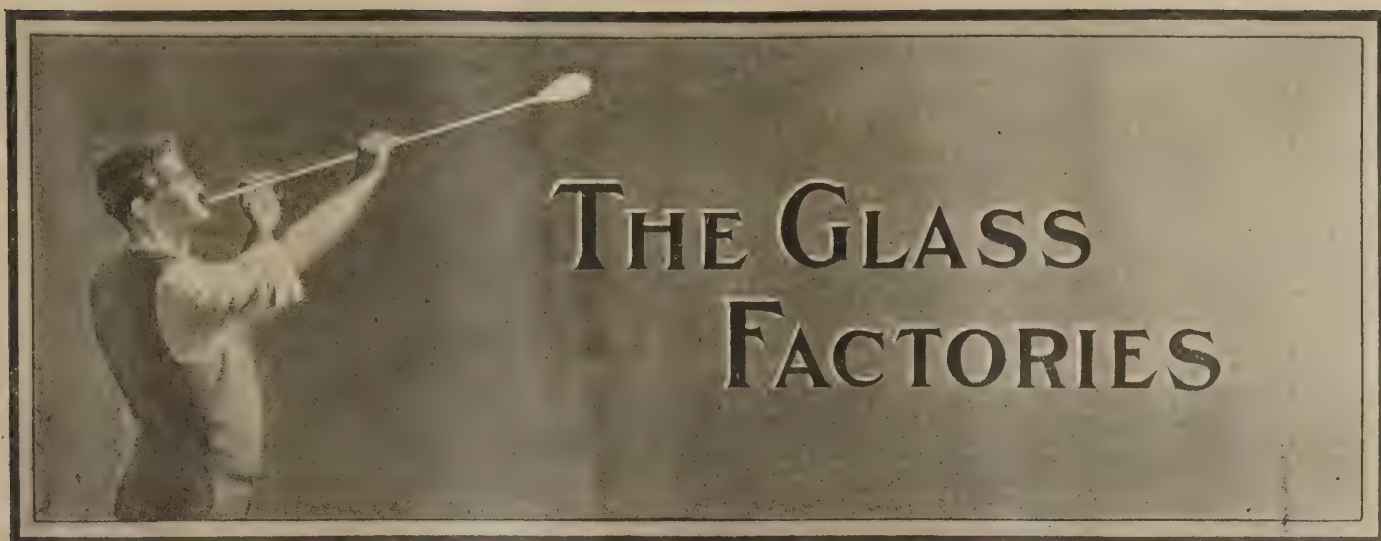
121 packages earthenware	Jones, McDuffee & Stratton Co
29 " "	Mitchell Woodbury Co
6 " "	Austin Baldwin
12 " "	Jordan Marsh Co
4 " "	Melvin & Badger
18 " "	American Express Co
4 " "	Houghton & Dutton
19 " "	A W Chesterton
44 " "	Miscellaneous Orders

SILVERWARE CONCERNS UNITE.

WHAT is regarded as the first step in the direction of a combination of several large silverware companies has been the action taken at special meetings of stockholders of the Silversmith Co and also of the Silverware Stocks Co. favoring the merger of both companies. The Silversmith Co. is a holding corporation with an authorized capital of \$14,000,000. The Silverware Co. is also a holding corporation with an authorized capital of \$2,000,000 and controls four different silver manufacturing companies and plants. Under the terms of the merger there will be an exchange of stock of the Silversmith Co. for the Silverware Co. shares, share for share. The details of the merger will be carried out in the early future. Negotiations are now in progress and practically completed for the taking over of the Gorham Manufacturing Co. by the Silversmith Co. The Gorham Company is capitalized at \$5,000,000.

WHERE TO SPEND AN EVENING.

THAT the public will quickly respond to something out of the ordinary run of theatrical offerings when that especial thing happens to be exceptionally good, is exemplified in the revival of the stock policy at Keith & Proctor's Fifth Avenue Theatre. Starting with the production of David Belasco's and John Luther Long's masterpiece of Old Japan, "The Darling of the Gods," the subscription list is now larger than that which prevailed at this house when the former stock company was in vogue a few seasons ago. Following "The Darling of the Gods," with the presentation of Mrs. Fiske's greatest triumph, "Leah Kleschna," the fact is thoroughly obvious that the management intends to direct every effort to secure all the recent noteworthy Broadway hits and offer them at popular prices.



Pittsburgh and Vicinity. The Easter season is being prepared for by manufacturers, and already shipments are being made. Manufacturers' agents complain of a car shortage, causing delay in hundreds of small order shipments. There are no idle factories, and at the general offices the managers assert that the spring trade is opening up briskly.

Fire threatened the general offices of the Phoenix Glass Co. on the sixth floor of the Second National building a few days ago. The buildings adjoining on Liberty street were totally destroyed. The Phoenix forces put everything in safes and vaults, and then vamoosed. "We only lost a day's work," is the way Treasurer Ebbets expressed it.

F. T. Cartwright, secretary of the Crystal Glass Co., Bridgeport, O. was here for several days last week.

J. R. Osborn has been placed in charge of the Pittsburgh sales agency of the Crystal Glass Co.'s line, with offices at 210 Bissell Block. Mr. Osborn handled the J. B. Owens line of pottery for several years.

Marion Bryce, of the United States Glass Co., who has been in the East, has returned to the home office.

Manufacturers say they hear no more complaints about increased cost of glass. Dealers now see that they have to purchase at list prices, and are making the best of it. Staples are selling well. While it is true that dealers and jobbers loaded up at old prices before the advance became operative, stocks have become depleted and have to be renewed.

W. J. Stout, in charge of the china, glass and lamp department of the Joseph Horne stores, was busy during the week with the fifty-eighth annivers-

ary sale of the firm, during which wherever possible goods were sold at figures ending with "58" cents.

Manufacturers are having an excellent trade on specialties

According to a government report, the production of lamps in the United States during the past five years has decreased about forty per cent. In the same period the manufacture of lamp chimneys has materially increased. The latter apparently inexplicable fact is due to the increase in chimney exports.



A remarkable business is being handled at the plant of the **Wellsburg, W. Va.** **Riverside Glass Co.** T. G.

Jones announces that business for this year will eclipse that of 1906, which was a record breaker for this firm. All departments are running full.



Trade conditions at the plant of **Rochester, Pa.** the **H. C. Fry Glass Co.** were never better than at this season. While their old lines are selling remarkably well, the new goods are having an excellent run.



"Plenty of orders ahead, and the **Elwood, Pa.** factory running full," is the way conditions at the plant of the **Elwood City glass factory** is expressed. It is possible that to keep abreast of their business the firm will soon consider plans to increase their capacity.



After being out of the courts for some time, the suit of the **National Glass Co.** against the **Clover Leaf Railroad Co.** has been refiled in the Superior Court here. The damages sought are \$110,000. This suit is

the outgrowth of the destruction by fire on June 13, 1903, of the Indiana tumbler and goblet works in Greentown. The National Glass Co., which controlled that plant, claimed that the blaze was caused by sparks from a passing locomotive that had not been properly provided with spark arresters.



The A. H. Heisey Co. announce that Newark, O. early spring trade is somewhat in advance of that of last year. It is contemplated to put on more shops at an early date to care for new business.



A number of improvements are Coraopolis, Pa. contemplated at the works of the Consolidated Lamp and Glass Co. this spring. All departments are running full, and orders are plentiful. President McAfee has been confined to his home with a severe attack of grip.



An additional sixteen-pot regenerative Fairmont, furnace has been installed in the factory of the Monongah Glass Co. by the W. Va. H. L. Dixon Co., of Pittsburgh. It is equipped with two eighty horse power gas engines and a modern electric plant which provides light and furnishes power for driving the machinery in the cutting, etching and decorating departments.

BUSINESS BRIEFS.

Fire caused \$3,000 loss recently to the Upland, Pa., Co-Operative Glass Co.

A charter has been granted to the Wilcox Glass Co., Robinson, Ill. Capital \$20,000.

* *

C. W. Woodward has bought out C. M. Quinby & Son's stock of crockery, Newton, Ia.

* *

J. Fudokow, 2147 Second avenue this city, suffered aslight loss on stock of toys etc recently.

* *

A charter has been granted to the Owanda Cut Glass Co., Honesdale, Pa., capitalized at \$20,000.

* *

Incorporation papers have been filed by the Southern Art Glass Co., Birmingham, Ala. Capital, \$15,000

* *

A china and cut glass department has been opened in the Whitehouse Department Store, St. Paul, Minn.

* *

Papers of incorporation were filed at Trenton, N. J., recently by the New Process Art Glass Co., capitalized at \$25,000. Incorporators, C. A. Warmcastle,

J. D. Kyle and Ray Kyl. Registered office, Camden, N. J.

* *

Walter Brown, Northfield, Vt., has sold his stock of crockery, glassware and toys to Lang & Slayton, same place.

* *

Judge Hough has denied confirmation of a composition of the Cluster Gas Light Co., 67 Bowery, this city, with the creditors at 33 1/3 cents on the dollar. Several of the creditors opposed the composition. Augustus H. Skillin, the receiver, can now liquidate the business and the proceeds be distributed among the creditors. Liabilities were \$97,643 and actual assets estimated at \$28,000.

* *

Herbert J. Boyd, china and glass importer and wholesaler, Winnipeg, Can., writes us as follows: "Although the stock in one of my warehouses on Banatyne avenue was destroyed by fire on the 28th inst., the building containing offices, sample rooms, staple stock lines and packing rooms remains intact, while my large track warehouse containing all reserve stock was fortunately isolated from the fire; so that in the course of a few days business will be resumed in the usual manner."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 16, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 16, '07	Correspond- ing period 1906
Boston	127	75	917	786
New York	283	107	861	750
Baltimore	378	414	2603	1689
Philadelphia	1	22	348	192
New Orleans		156	1093	463
Newport News	23	....	229	277
San Francisco		41	85	183
Portland (Me.)	203	....	1071	158
Galveston	....	31	150	173
Portland (Or.)	....	64	20	260
Inland Points	....	411	84	1872
Total	965	1341	7473	6803

From the Freight and Shipping Circular of John Edwards & Co
Liverpool

TO	Shipments week end'g Feb. 16, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 16 '07	Correspon- ing period 1906
New York	224	107	745	878
Boston	127	75	648	904
Philadelphia	1	22	329	177
Baltimore	378	484	2476	1747
San Francisco	....	41	85	153
New Orleans	....	156	990	703
Portland (Me.)	71	....	516	160
Galveston	....	31	78	154
Newport News	23	....	229	163
Portland (Or.)	....	64	20	260
Inland Points	....	411	26	2418
Total	824	1340	6212	7726



Among the Potteries

"We have enough orders on our East Liverpool books at present to keep the plant and vicinity in operation three months," says one manufacturing potter. Practically the same conditions prevail in all of the potteries. The season so far has surpassed all records. Although manufacturing potters have had their troubles in getting raw materials, all of the firms have been able to keep up with orders.

* *

Edwin M. Knowles, of the Edwin M. Knowles China Co., has returned from his jaunt to the Pacific Coast

* *

The Goodwin Pottery Co. are having an unusual run on their line of specialties. The plant is being operated to its capacity.

* *

T. G. Jones, of the Riverside Glass Co., Wellsburg, W. Va., accompanied by O. E. Springhorn, spent some time in this district during the past week.

* *

W. E. Wells, of the Homer Laughlin China Co., has gone to North Carolina for a few weeks' vacation.

* *

H. A. McNicol is back at his desk in the office of the Potters' Co-operative plant after a successful business jaunt throughout the East for a fortnight. George S. Davis has left on a Western trip which will be of three months' duration.

* *

Among the buyers here since our last report were H. S. Williams, of the H. S. Williams Co., Youngstown, O.; R. Freschie, Philadelphia, Pa.; R. J. Temple, Dallas, Texas; Mr. Holman, of Weiss & Holman, Green Bay, Wis

* *

A \$200,000 damage suit has been filed in the United States Court by the Ohio Silica Co., this city, against the Pennsylvania Railroad Co., the Potters' Mining and Milling Co. and the Pennsylvania Glass and Sand Co. The plaintiff's petition alleges that by

reason of rate discriminations by the railroad company and an illegal combination of the other two companies its business has been greatly injured and damaged to the amount stated.

* *

Harry A. Keffer, of the Sevres China Co., is spending several weeks in the West in the interest of his firm.

* *

Thomas J. Duffy, national president of the Brotherhood of Operative Potters, has begun to make preliminary arrangements for the annual convention which meets in this city July 8 and lasts for a week.



Albert E. Rainbow resigned recently as superintendent of the Crescent plant of the Trenton Potteries Co., with which concern he has been connected for fifteen years. Employees of the Crescent presented Mr. Rainbow with several gifts on the day of his departure. F. A. Walker, formerly at the Equitable plant, has succeeded Mr. Rainbow at the Crescent, and Wm. Wooten is the new superintendent of the Empire pottery.

* *

Despite its extensive sanitary interests, the Trenton Potteries Co. has not ignored general ware entirely this year. A portion of the Crescent plant is being operated for the production of bone china vases and many new decorations in toilet sets, jardinières, pedestals and umbrella stands. These designs were created by J. W. Wigley, art director of the concern, who has been a liberal contributor in past years to the decorative side of ceramics.

* *

After hearing arguments for two hours the Assembly committee on labor and industries has decided to favorably report Assembly bill No. 90, which prohibits the employment of children under sixteen years of age in manufacturing establishments at night. The hearing developed into a prolonged wrangle between representatives of union labor. Just before the hearing adjourned, representatives of South Jersey

glassblowers' unions, who had been fighting the measure, left in a huff. They had unsuccessfully argued that if the bill was passed it would drive the glass industry out of the State.

* *

Fire caused the loss of about \$2,500 at the plant of the Bellmark Pottery Co. several nights ago. It is believed that one of the workmen either left a lighted pipe in his clothing or that the blaze was caused by matches becoming ignited in some unaccountable manner.

* *

Geo S. Goodwin, treasurer of the United States Potters' Association, came on from East Liverpool last week and spent several days here on business connected with that organization.

* *

H. S. Maddock was elected second vice-president of the newly-organized Trenton Board of Trade at a meeting recently.

* *

A representative of H. Aynsley & Co., Longton, England, has been in this city for a few days endeavoring to interest local manufacturers in a novel machine for turning or shaving ware, the American rights of which he desires to sell. The machine is designed to shave and complete moulded wares on a revolving disc, which treatment in the past has been accomplished on the potter's turning lathe. It is claimed that the new method, now in use at Messrs. Aynsley's works, effects a saving of thirty per cent, compared with the old way of working. It is a simple contrivance, and can be applied advantageously to the production of wares requiring special feet, and for lids of teapots, etc. Economy of space is also effected by the new method, as the wares are footed, shaved and sponged on the same chock.



The Brush Pottery Co., which took Zanesville, O. over the plant of the old Union Pottery the first of the year, is developing a strong line of specialties in the stoneware line. A better grade of ware is being made and a new line of decorations arranged.

* *

Bagley Brothers contemplate doubling the capacity of their works this spring. An addition measuring 32 by 100 feet and three stories in height will be built; also an additional kiln.

* *

A remarkably heavy business is being handled by the S. A. Weller pottery company. Their new line of specialties is strong and sells fast.

* *

The J. B Owens potteries here and at Roseville are running full. Special attention is being given to a better grade of specialties at these plants.

* *

In order to give proper attention to the increase in their business, the Peters-Reed Pottery Co. will

have to enlarge their green room. Her improvements throughout the plant will also be made.

* *

An additional kiln is to be erected by the Brighton Pottery Co., which is catering to the housefurnishing trade with a line of cooking ware.



Nine out of thirteen bisque and Newell, W. Va. twelve out of seventeen glost kilns are under fire at the Homer Laughlin plant here. About one-eighth of the decorating shop is being worked. Twelve out of a battery of twenty-four decorating kilns will be started within a fortnight, and over 600 people are already at work. The offices and sample room will be ready for occupancy within a few weeks.



At the offices of the Edwin M. Chester, W. Va. Knowles Co. it is announced that business conditions were never better. This firm is one of the youngest in the district, but it has been successful since the start.

* *

A rush of business characterizes conditions at the plant of the Taylor, Smith & Taylor factory. High class decorated goods are selling well.



The plant of the Acme pottery, Crooksville, O. which is being offered for sale by three trustees appointed with power to act by the stockholders, is favored by two railroads—the Pennsylvania and the Zanesville and Western.

* *

The A. E. Hull Pottery Co. has been held up on early shipments on account of shortage of cars, but will soon be able to catch up with orders, which are announced as being very heavy.

* *

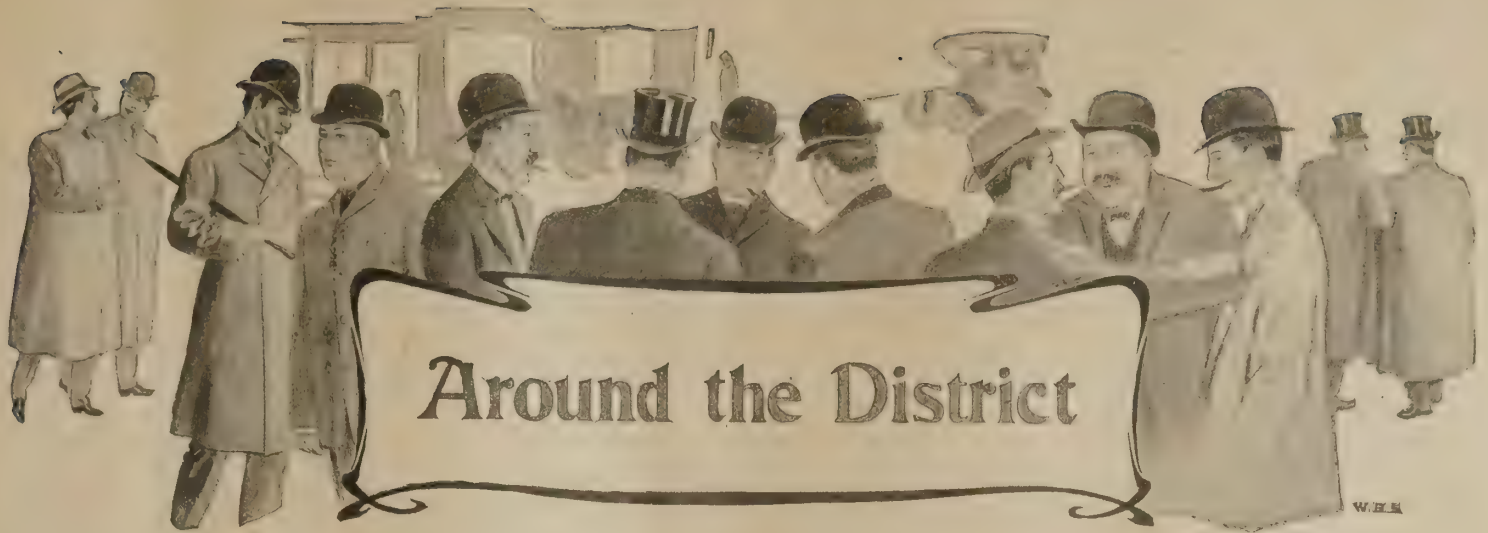
A new casting shop has been planned by the Crooksville China Co. The improvement has long been needed. J. E. Boring has been placed in charge of the Chicago office which has just been opened at No. 152 Lake street.

* *

The Globe Stoneware Co., which suffered severe loss by fire last year, is gradually catching up with its old business. The new plant is being operated full in every department.



W. H. Cropper, who for the past Steubenville, seven years has been secretary of the Steubenville Pottery Co., has tendered his resignation on account of ill health. He has not decided what he will do in the future. His successor has not yet been announced.



WHILE some of the largest jobbers have completed their purchases and left the city, their places have been filled by another class of buyers, and the District continues to present a very animated appearance. Dates still have to be made in advance, and salesmen have their time fully occupied.

Chas. Ahrenfeldt & Son are having a great run on their Carlsbad lines. One of the most popular patterns consists of three roses, almost life-size, laid on the centre of a plate, with sprays of daisies and pansies on the border. Another in good demand has a diamond effect produced by sprays of green crossing at regular intervals, making a figure about an inch and a half long. In the center is a small rose in Dresden effect. The regular Dresden pattern has proved very successful this season.

In fancy goods Geo. F. Bassett & Co. are showing many things which the average department store and retail dealer can handle to advantage. The line is very large and includes a range of prices from the lowest up to a high grade class of goods. Of course, they are very strong in their English stock patterns, many new designs being shown this year. Bassett china is a host in itself. The fact that it is not sold to catalogue houses forms a pretty good recommendation for it.

Bawo & Dotter's new clock catalogue has just appeared. It contains numerous illustrations of the mahogany mantel clocks, traveling clocks, gilt regulators, imported novelty clocks, Black Forest carved clocks and cuckoo clocks that form a part of the B. & D exhibit. Particular reference is made in the catalogue to the tubular chiming hall clocks made by B. & D., which were awarded the Grand Prize at the St. Louis Exposition.

Edward Butler opened this week a new line of samples from Booth's Ltd., containing enameled patterns on a new shape which is a revival of the antique round form now so popular. Besides the enameled

patterns he shows the plum blossom and a new Dresden effect. They are all fully up to the standard of this well-known factory.

At least 150 distinct handpainted subjects are contained in the assortment of plaques presented this season by Blakeman & Henderson. They are all exclusively freehand in execution and exploit ideas that are absolutely new to French china. Every design was selected by either the heads of the firm or members of their selling staff before Mr. Blakeman's departure for Europe several months ago. Consequently, the paintings are controlled solely by this firm and are totally unlike the offerings of others. The most conspicuous in the exhibit, possibly, is one which portrays a friendly interview between a horse and colt and three doggies that are snugly ensconced in a basket of straw alongside the open stable-door. The coloring, posing and expression in this painting are remarkable for their fidelity to nature.

Carlowitz & Co. are doing a big business this season, not only on import, but from a very large and attractive stock, which they are prepared to deliver immediately.

In expressing the sentiment that his 1907 samples are "far in advance of anything I have ever shown," John Davison is adhering absolutely to the truth. No former exhibit has ever contained so many genuine innovations in either shapes or decorations. This is true of every one of the five lines that find accommodations in Mr. Davison's showroom and which are from the following factories: Geo. Jones & Sons, F. Winkle & Co., Adderleys, Ltd., Coalport China and Stevens & Williams.

Wm. F. Upham is in receipt of a number of new items from the H. C. Fry Glass Co. Among them are some excellent cuttings in eight and ten-inch bowls. One of the ten-inch sizes is a particularly fine value. In medium-priced tumblers the variety and merit of designs easily excel anything of the

kind that ever emanated from the factory. Some very pretty jugs and medium-priced comports are other new arrivals worthy of comment.

Wm. Guerin & Co. are making the biggest and best display of dinnerware that they have ever shown. They have a Colonial line, new both in shape and decoration, wherein the style is carried out in all details. Rich burnished gold is used effectively. They have a lot of new incrustations—in one the plate is entirely covered except for a floral ornament in the centre; others have broad bands in color and gold; still others display floral effects. Their flow blues, which have attained so much prominence in the trade, are again shown in their stock patterns, to which have been added several new and attractive designs. One of the newest features of the house is a ten-inch service plate in a variety of attractive patterns.

A. Gredelue, representative of Baccarat glass, is making a very beautiful exhibit of all the lines which have made this factory so popular, besides showing new designs in every direction, particularly in hanging and portable electroliers. Some of the ceiling fixtures are very elaborate. One composed of strings of cut glass beads with bronze trimmings is beautiful. There are thirty designs in these goods, ranging in price from \$50 to \$1,200.

Hamburger & Co. have made a more pronounced hit with their French lines this year than ever. The patterns are new, original and distinctive. The line is larger than usual, big as it has been before, and contains every range of price a buyer can ask for. Their other lines are equally full and complete, the dolls and toys being especially attractive.

Having added to their assortment of kerosene lamps a line of gas, electric, and combination gas and electric fixtures, Edw. Miller & Co. will find it possible to make a complete exhibit of samples in their new quarters at 78-80 Warren street, which they occupy after May 1. The present showroom on West Broadway, which has housed the company's display for about twenty years, is not quite as large as their future Warren street home, and in view of the expansion of the line this acquisition of increased space will enable the concern to make the largest and most comprehensive exhibit it has ever presented in this market.

Occupying a liberal proportion of the space in Julius Palme's showroom is an exhibit of Imperial Vienna china. The specimens fully deserve the generous allotment of room, for they exploit decorative creations that are noteworthy not only because of their wide diversity, but also because of their number. Nearly all the patterns in this display are controlled by Mr. Palme. The varying types of designs included in the line may be best understood when it is ex-

plained that some of the patterns are typically French in character, others possess the strong individuality of the Russian ceramic artist, others still are suggestive of Grecian ideals, while many are truly English. Besides these there are a number of entirely original conceptions that are quite as attractive. These appear on dinnerware, fancy sets and specialties. Tea, plate and fish and game sets are among the pieces worthy of particular reference because of pretty shapes and attractive decorations.

The regular bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers will be held on Wednesday, the 13th, at 11:30, in the rooms of the Crockery Board of Trade, 149 Church street.

W. S. Pitcairn has lately received a calendar from Doulton's which is one of the cleverest things of the kind put out this year. From a roughly sketched table a kangaroo cat has just succeeded in upsetting a pitcher which lies in pieces on the floor. Underneath is this inscription:

God bless the cat that breaks the crock
In pieces very small!
For things like that are good for trade
And benefit us all.

About 300,000 babies in this country have cultivated better manners at the table as a result of the introduction of the Royal baby-plate. This total is computed after an examination of the salesbooks of the Royal Baby-Plate Co. No article intended for the epicurean accommodation of babyhood has ever proven such a brisk seller. It is not only novel, but also practical in every sense, and unusually attractive. The peculiar construction of the plate renders it impossible to upset. The rim is so arranged that the food is forced on to the spoon, and the little one finds it decidedly unhandy to use its fingers. The cleanliness of the child is not only preserved, but the linen is also protected against overturned plates. A series of twelve designs have been applied to the plates, and they vary in colorings as well as subjects.

The Strobel & Wilken Co. this season have made it a rule to run specialties, and as far as possible have controlled patterns from even the best known factories. Their line of Schlegelmilch is one of these, and the designs which they show are exclusively their own. They have a larger variety and a more complete and comprehensive line of samples from this factory than ever before.

Robt. Slimmon & Co. are justly proud of their Royal Coleston china. It is as fine as anything can be made, so far as body and glaze are concerned, and the designs are fully up to date and shown in great variety. There are many small fancy pieces, as well as plates, cups and saucers and A. D. coffees in attractive decorations. They are also showing from

Bourne & Leigh the "Florian" pattern on the Imperial shape dinnerware. All the large buyers who have been to market unite in saying that it is one of the most attractive designs on earthenware seen this season. The old reliable Blue Willow, made by the same factory, is shown on the Nankeen shape.

The United States Glass Co are showing full lines of their new goods at 29 Murray street. The 15106 pattern is a full cut design and is shown in crystal and decorated. The cuttings are good and bring out the iridescent qualities of the glass to the best advantage. No. 15107, the St. Regis, a plain set with a cut star in the bottom, is one of the best designs the company has ever gotten out. No. 15104 is a full figured pattern and is finished both inside and out. It is shown both plain and decorated. No. 15102 is a very odd, but exceedingly attractive set, and is a remarkable example of what can be done in pressed glass, as the edges are thin, while the body is heavy. The new things in cut and blown stemware are very attractive.

J. H. Venon has just added several new and attractive designs to his Russian line and is expecting daily many new things for his Swedish assortment. These two lines have created quite a sensation in the trade, both on account of the excellence of the body and the beauty of decoration.

IN THE HOUSEFURNISHING WORLD.

Fire recently destroyed the Waterloo, Ia., Broom Co.'s plant.

John E. Steinel, aged fifty-three years, a brush manufacturer, died several days ago in Reading, Pa., his home.

Stewart & Co., department store, Baltimore, Md., suffered a loss of about \$2,000 by fire in shipping room recently.

Damage to the extent of \$11,000 was caused recently by a fire in Hargis Bros.' department store, Jackson, Ky.

E. C. Shields, of Warren, Pa., and R. K. Fermo, of Union City, Pa., are about to open a broom factory in Camden, N. Y.

Spaulding & Co. have opened a factory in Clinton, Me., for the production of flower stands, wall clothes-driers, etc.

The Standard Woodenware Co.'s factory, Los Angeles, Cal., was partially destroyed by fire recently. Loss, \$25,000.

The Simpson-Crawford Co.'s new bargain basement was opened last Friday. It is the only base-

ment in New York city devoted entirely to bargain merchandise.

Fire in the National Broom Corn Co.'s warehouse, Wichita, Kas., recently destroyed \$40,000 worth of the product stored there.

The capital stock of the Four Seasons Department store, Dublin, Ga., has been increased from \$50,000 to \$100,000, all of which has been paid in.

The new store of Alexander & Co., at 352-62 Boylston street, Boston, Mass., was opened last week. The building is fire proof and has a frontage of 70 feet on Boylston street and a depth of 125 feet through to Providence street.

Charles Jones, who had been in the housefurnishing business in New York for fifty years, died on Thursday, the 28th ult., of heart disease, at his home, 53 West Fif-first street. He was in business at Broadway and Twenty-first street and Sixth avenue and Fifty-first street.

Jefferson G. Strawinski, proprietor of the Strawinski Department Stores, York City, Pa., has filed a petition in voluntary bankruptcy, and Jacob T. Kopp was appointed receiver. The sum involved is said to be \$20,000, and the majority of the creditors represent large firms of the Eastern cities.

Charles Frazier, proprietor of an East Sedalia, Mo., department store, has filed an application in the Federal Court at Jefferson City, asking to be released from his debts under the provision of the bankrupt law. Mr. Frazier has scheduled his assets at \$800 and his liabilities at more than \$1,000.

After an all-day session the stockholders and creditors of the People's Department Store, Rochester, N. Y., were recently unable to agree on a trustee.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



TRADE MARK.

ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



TRADE MARK.

F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

and the matter was put over for final action. The accounts of John Connors, receiver for the company, were examined and showed that the company has liabilities of about \$70,000. Against these there is stock on hand valued at \$90,000, the Brewster residence on Plymouth avenue, turned over by President Cavanaugh, valued at \$22,000, and a note of Mrs. Cavanaugh for \$3,000. Claims amounting to \$21,000 were filed. Mr. Connors said that there still remains unpaid about \$40,000 of the stock.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Pottery superintendent—first-class, active, progressive, experienced man who has a full knowledge of the manufacture of high-grade semi-porcelain. Give references and salary expected. Address **KERAMIC**, this office.

SITUATIONS WANTED.

WANTED—A position as manager or buyer in a crockery and glass establishment; wholesale preferred. Large experience; unexceptional references. Will invest a small capital if necessary. Address **Box 456**, this office.

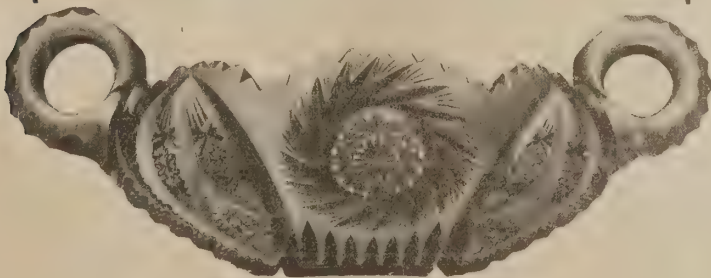
BUSINESS OPPORTUNITIES.

EXPERIENCED salesman, with an established trade and sample room, desires to secure representation in New York and vicinity of first-class pottery or glass line. Address **Box 455**, this office.

FRY CUT GLASS

IS THE HIGHEST IDEAL OF GLASS MAKING.

It has a brilliancy unequalled. It is the best, both in value and quality. Buy it.



TROJAN

Capacity over last year is doubled.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Jones, McDuffee & Stratton Co

Fine Pottery, Glass and Lamp Merchants
(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Mintoas
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons
BLUE SPODE'S TOWER,	"
MONTEREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	"
The NAPLES WREATH,	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flow Blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT Enamel'd,	"
The BORDEAUX ROSE,	"
Flow Blue DANUBE,	"
The BERGEN ROSE,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd.
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	"
FLEMISH GARLAND,	"
The BRISTOL, Hotel Border,	"
The KRONSTADT (Holland green),	"
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	"
KING'S BORDER,	Upper Hanley Pottery Co
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Potcelain Co.
The MALVERN, MULBERRY and DOVE,	"
The ST. LAZARE SPRAY,	Haviland Co. China
The CHARONNE,	"
The NORMA,	"
The PRINCESS,	"
MADELEINE,	"
The AVSTEL,	"
The ORIENT, White and Gold,	"
The ELDORADO, White and Gold,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Gerard, Dufraissex & Abbo China.
The MALABOR,	"
The TROCADERO	"
The BALUSTERE,	"
Maroon and Gold IVY, (Also Green),	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold,	J. Pouyat
White and Gold Encrusted,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroi & Boch, Dresden
The BOLSENA, Austrian China.	"
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	"
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion	"

and others which for lack of space cannot be enumerated here.

Also T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched caused more annoyance than profit.

JONES McDUFFEE & STRATTON CO, BOSTON.

ART AND ORNAMENTAL CHINA FOR IMPORT.

OUR COLLEGE SERIES



DECIDEDLY ORIGINAL

Bisques, Busts, Pedestals, Jardinieres, etc.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York City.

TRADE MARK



ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all our Specialties. White and Decorated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK



ON DECORATED CHINA

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St.

Boston, 67 Chauncy St.

New York, 42 West Broadway.

Chicago, 160 State St.

WE would call particular attention
to our extensive lines of Marble
Statuary, Pedestals, Bronzes, Electro-
liers, Brass and Copper Novelties,
Bric-a-Brac, etc.

L. D. BLOCH & CO.,

42 and 44 West Broadway, New York.

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early spring
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above,
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway,

NEW YORK CITY

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

IROQUOIS CHINA



An American China with a frank American name, which challenges comparison with imported wares. It is a china that carries with pride the title "made in America."

In design, decoration, delicacy, and daintiness

"IROQUOIS CHINA"

is as perfect as any china made in the world.

In one thing only does it fall below the foreign article and that is *price*.

It is more economical than imported china because of its durability, and because any piece of any dinner set can be duplicated at your dealer's from open stock.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

CREATING A DEMAND!

That's the cry dealers make to-day, and that's what we are doing.

The magazine advertising we are doing is bringing us scores of letters in each mail saying, "I am ready to buy a set of dinner ware; tell me where I can get

IROQUOIS CHINA

in my city." We refer all these letters to the dealer. Are you one of them? Send for catalogue, price lists, advertising helps, etc.

If you are in New York call at our sales-room at the *Hotel Bartholdi*, Broadway and Twenty-third Street, where *Mr. W. F. Ellisson* will show you our full line.

IROQUOIS CHINA CO.,

Syracuse, N. Y.

Pottery at Solvay N. Y.

AT our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular=Priced
Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

New York:

38 Murray St.

Baltimore:

122 W. Baltimore St.

Chicago:

131 Wabash Ave.

300,000 BABIES

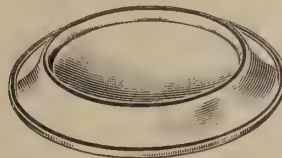
NOW USE THE

ROYAL BABY-PLATE

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO.,

19 Burling Slip
New York,

FANCY GOODS.

IMPORT 1907.

FULL lines of German, Austrian and French Goods now ready for inspection. The lines are full of the kinds of ware that sell at a profit. If you haven't got them you can't sell them. You are in business to make money. Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.

Pouyat China



THE ART OF DINING

would be a lost art were it not for the presence of perfect table appointments.

The dealer who studies the social atmosphere of his community looks for the most pleasing effects in table garniture, and

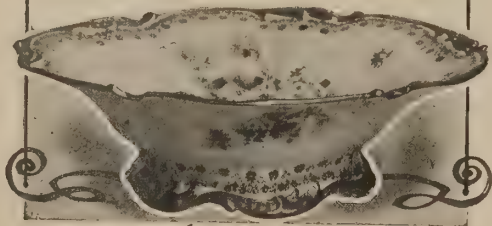
POUYAT CHINA

meets him more than half way in providing the china which makes its own appeal for recognition.

PAROUTAUD & WATSON

Representing J. Pouyat

37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

WEDGWOOD JASPER,

WEDGWOOD CHINA and

WEDGWOOD QUEENSWARE,

Manufactured by Josiah Wedgwood & Sons,
Ltd, Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L

LIMOGES
FRANCE

Formerly

M. REDON.

LIMOGES, Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.

Robert Slimmon & Co.

IMPORTERS OF EARTHENWARE,

96 Church Street,

New York City.

The Marseilles,

on the "Silver" shape. is our latest. We see no reason why it should not be as good a seller as the Iris. It is shown in Flow Peacock, Canton with gold, and is also beautifully enameled. It makes one of the handsomest dinner sets at a moderate price on the market. Dealers wanting control for their city will do well to get their orders in early.

A. J. Wilkinson, Ltd.

Bourne & Leigh.

Upper Hanley Pottery Co.

J. H. Weatherby & Sons.

R. Sudlow & Sons, Teapots.

Pottery at
SYRACUSE, N. Y.

. . . THE . . .

Onondaga Pottery Co.

ANNOUNCE THE OPENING OF THEIR

New York Office and Showroom

— A1 —

237 Broadway, Corner Park Place.

ELEVATOR ENTRANCE, No. 2 PARK PLACE.

Special Sale of Easter Novelties.

Approaching New York is a steamer with several cases of choice bisque Easter Novelties in sizes to retail at 25c., 50c. and \$1 each.

Mostly 25c. size.

Our buyer says they're stunning.

His word is reliable.

Special net prices will be made on all three sizes to move them "on arrival," and we would suggest that you send us your orders for assortments of \$25 or \$50 worth, or more, and let us make up the selection.

We guarantee a nice variety. Name your quantities of each price.

Bawor & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



BUFFALO POTTERY RAIL PLATES

HANDSOME EFFECTS IN HAND-TINTED, UNDERGLAZE COLORS. PLATES ARE 10 1/4 IN. IN DIAMETER. THEY ARE GOOD SELLERS AND THE PROFIT MAKES THEM WORTH HANDLING. WRITE FOR PRICES AND INFORMATION.

BUFFALO POTTERY, Buffalo, N.Y.

Chicago Office,

J. A. Wilson,

167 Dearborn

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch-Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Bassett China.

The only one of the
leading brands of
china that IS NOT
AND WILL NOT
BE SOLD BY CAT-
ALOGUE HOUSES.

Bassett China.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

WE are the sole agents in this country for the celebrated "Rorstrands" soft body china—FINEST BONE CHINA made in Sweden. Samples now on exhibition in most exclusive shapes and decorations for first-class stores.

Our lines of Fancy French China are unexcelled, as well as in dinner ware patterns for open stocks.

Specialties in Norwegian Art Goods for holiday trade.

Large line of White French China Novelties for amateur decorating from Paroutaud Freres.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, 36 MURRAY ST.,
NEW YORK.

Manufacturers of plain and cut



TABLE GLASSWARE



of the highest quality.

Works: White Mills, Wayne County, Penna.

Make Yourself Acquainted

WITH THE DISPLAY OF

IMPORT SAMPLES

— BY —

Charles Ahrenfeldt & Son

50, 52 and 54 Murray St., New York.



THEIR LINES COMPRISE:

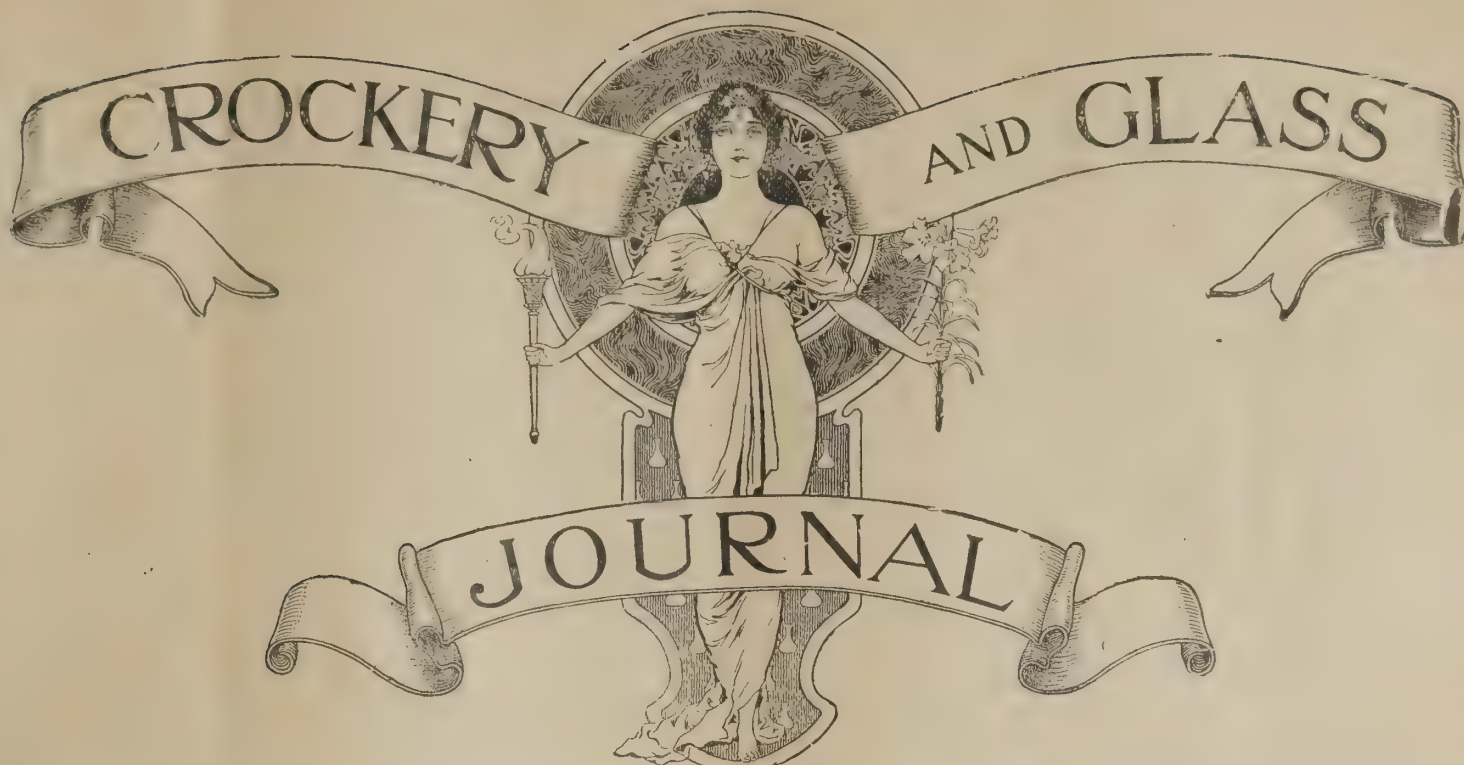
LIMOGES AND ALTROHLAU CHINA

from their own factories,

and

A New Line of Fancy Goods from C. G. Schierholz & Sohn, Plaue,

solely controlled by them.



NEW YORK, MARCH 14, 1907.

THE CONDITION OF BUSINESS.

Business holds up well. New buyers **New York** are making their appearance every day; and while the major part of the jobbing orders have been given there are yet buyers in the market, and more to come. The department store men are now ordering, and the local and nearby dealers are beginning to put in an appearance. Why the local trade defers buying until so late is a mystery. The things that are said to hamper the New York dealer are just as bothersome elsewhere. Stock-taking and all the other duties must be attended to in Seattle, Denver, Chicago and Pittsburgh as well as in New York; and yet excuses are always made by the nearby purchaser that he cannot come sooner. He loses by this procrastination. In these days of controlled patterns the early buyer gets the pick, and when the late man comes along the best things are gone. Furthermore, first come first served is the rule in the factories, and when business is as large as it has been this year the late buyer stands the chance of not getting his goods on time. It is often said by buyers that they can always get all the goods they want. That may be true; but they cannot always get the best. The late buyers frequently do not see the best things, for after selections have been made and control given the samples are quietly put out of sight.

Easter trade promises to be big. The variety of catchy little things to tempt the retail buyer is greater than ever this year.

The special sales of china and glassware which have been going on in the department stores are reported to be very satisfactory. Many goods have been moved, and will necessarily have to be replaced.

Taken all in all, the business so far this year has been all that could be expected, and there are many weeks of good trade yet in sight.

The situation here presents no change **Trenton.** this week. Order-files are quite as liberally filled as during the several preceding weeks of the season, and shipments are being made in a thoroughly satisfactory manner. Of course there is still more or less complaint regarding delays in the transportation of goods by rail, but the embarrassment in this respect seems so have been relieved to a noticeable extent of late.

Business has been better during the past week. At all the factories **Pittsburgh and Vicinity.** plates and dinner sets are having a remarkable run. Mail business is good, and the road salesmen are having successful trips. Collections are good.

Sales in some of the larger department stores the first for week in March have shown an increase of over twenty-five per cent in the business

for the corresponding week in 1906. Department managers and buyers assert that much of this business was caused by the new effects brought out by the manufacturers.

3

East Liverpool and Vicinity. All potteries in the district are busy, and there is a good supply of gas at present. Inquiries for early fall and holiday goods have commenced to arrive—an indication that the jobbers and retailers are looking for a heavy year-end business. Some manufacturers have already started work on their fall lines.

3

Wheeling and Vicinity. Glass factories and potteries in this section are all running full. With the latter the specialty lines are selling well, and with the glass manufacturers the staples and new lines are on the jump.

ONE MEMBER'S VIEW OF IT.

—

NEW YORK, March 13.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir: I am a member of an organization known as the Pottery, Glass and Brass Salesmen's Association, which possesses a membership of over 700 (a powerful organization for this class of business), and which has a clause in its by-laws, article 11, that reads as follows: "The object of this Association is for social intercourse and mutual protection." But it has never been known in its fifteen years of existence to "officially" mutually protect any of its members. As was remarked by one of the speakers (a man prominent in public affairs in this city) at the dinner of 1905: "Ever since I was asked to speak at the dinner of this association I have been endeavoring to ascertain what the object of its existence is, and from what I have learned while here I should judge that its only object is to provide \$300 to someone after the member has passed away, without doing anything for him while he is alive and useful on this sphere."

It seems to me that a body of men as well organized and as large in numbers as we are should do something more while we are alive than to provide dignified titles each year for twelve of our members, from the president down to director No 8, and have an annual dinner at which we all pat ourselves on the back or engage professional speakers to do it for us, feeling that in that manner we have done full duty to ourselves for the ensuing year. We are not active enough. We are not living up to the by-laws of our association. We are not making ourselves felt in the trade. Our assets are not producing any return.

Like a man who gathers his wealth and buries it in a barrel—an inactive capital that he is not using and not permitting others to use for him—we hoard our membership and make no use of its strength, except that "we pay \$300 upon satisfactory proof of death to the beneficiary designated," whereas we might be worth many times \$300 to any member during his lifetime by the proper direction of our energies.

Primarily we are salesmen, as the bulk of our membership and the title of our organization denotes. Therefore, our efforts should be directed towards the raising of the standard of our chosen profession and

putting the association in a position where it will be considered as being the acme of right dealing and good business principles, so that a badge of membership in it will be considered a guarantee of the high standing in the trade of the one wearing it.

As a beginning let us have a bureau where all manufacturers, importers, etc., in our trade are reported upon. We presume, generally, that they are all honorable business men. But who among us does not know concerns which have resorted to small, sharp practices with their salesmen? Do we not also know of commissions being held up for an unreasonable length of time, and in some instances never paid because the cost of time and money was too great to justify the recovery of it by legal processes? I could cite numerous instances of this kind. A bureau such as I suggest could report to the members of the association all these "lame ducks," so that they could be known to everyone in the trade.

A member seeking a position or being sought after ought to be able to apply to a bureau of this sort for confidential information regarding every firm in the trade, and in the course of its development a law department could be added, or an agreement entered into with one of the law agencies whereby any member could receive legal advice on any business matter without charge; and in cases where legal action is necessary to enforce agreements, payments, etc., he could have the services performed at a nominal cost to himself; or, at any rate, there should be some means whereby a member could obtain redress through this association.

Then we have all heard of "graft." This association as a body should stamp out every vestige of "graft" in the trade, for if any of it does take place it must in most instances be conducted through salesmen or in some manner with their knowledge. I propose first that this association expel and expose any member who seeks to obtain trade by means of gifts of money, merchandise, or any other valuable consideration, to any buyer, firm or individual, directly or indirectly, or by dividing commissions; and, secondly, I propose the circulating of a petition by this association for the signatures of all houses in the trade certifying that they will not countenance "graft" in any form and will aid in prosecuting all offenders according to the penal code of the various States; and that the name or names of any concern refusing to sign such petition be published for the information of the trade. The penal code of the State of New York amply provides for the prosecution of offenders of this sort, and a good field to begin on is in New York City, here and now.

Meetings of the association should be held in the evening or on Saturday afternoons after business hours, or at a time when the majority of the members could attend without interfering with their business. They should be held, too, at the time designated. On the date set for the special meeting for the nomination of officers last year the notice called for a meeting at the Crockery Board of Trade Rooms at 12 o'clock, noon. A member who is interested in the progress of the association was there at that hour, and was the only one present. He waited until 12:10 or 12:15. Nobody came, and time being valuable he went to lunch. About 12:50 he dropped into the rooms again and was informed that the meeting was all over. It must have been a most harmonious gathering.

Another recommendation, if you please. As our sphere is this continent, we should be known as the American Pottery, Glass and Brass Salesmen's Association, and should form an alliance with other organizations of similar character in this country for our mutual interests and protection, and eventually make American citizenship requisite for membership.

There are a number of members—aggressive, self-reliant, God-fearing men—who would welcome a fight for the right, and who would make good officials

by really doing some work for their fellow associates.

By following up and acting upon the suggestions herein made and such other suggestions as may from time to time be made by its members, this association could in a few years make itself more widely felt and respected, and, more than that, it would be more truthfully living up to the initial object of its being, by "mutually protecting" its members.

JUST A SALESMAN.

BUSINESS BRIEFS.

A new china department has been opened by the A. B. Smith Furniture Co., San Francisco.

* *

Eugene Chrisler has retired from the crockery and grocery firm of Nelson & Chrisler, Albert Lea, Minn.

* *

Albert G. Smalley, inventor of the Smalley fruit jar, died several days ago in Chelsea, Mass., aged fifty-five.

* *

M. Sellers & Co. have sold out their china and glassware business in Seattle, Wash., to the Cahan-Drew Co.

* *

John Aynsley, one of the best known and wealthiest of English pottery manufacturers, died recently at his home in Longton, Eng., aged eighty-three.

* *

T. L. Evans & Co.'s stock of china and housefurnishings, Biddeford, Me., was badly damaged by water used in extinguishing a fire in an adjoining building.

* *

Schedules in bankruptcy of Ike Wollman, dealer in crockery, etc., 516 Hudson street and 29 Carmine street, this city, show liabilities of \$3,687 to eighty creditors. Assets, \$3,500.

* *

A settlement of ten cents on the dollar, five cents cash and five cents on a note of six months, has been made by the Alphonse Major Cement Co., 461 Pearl street, this city. Liabilities were \$12,000.

* *

Papers of incorporation were filed a few days ago by the J. J. Niland Co., cut glass manufacturers in Meriden, Conn. The incorporators are: Jas. J. Niland, Jas. D. Bergen and Wm. H. Pooley. Capital stock, \$15,000.

* *

At the annual meeting of Thos. Webb & Sons, Ltd., glass manufacturers, Stourbridge, Eng., held recently, the balance sheet showed a very large gain over the preceding year. Much of this increase was claimed to be due to the open shop, as their output was much larger than when running union.

* *

According to the semi-annual report of the Associated Merchants Co., the net earnings of that concern for the six months ending February 1 were \$807,-

003, as against \$738,805 during the corresponding six months last year. The Associated Merchants Co. includes the O'Neill, Adams and McCreery stores, this city, the Hahne store, Newark, N. J., and the Stewart store, Baltimore.

THE THINNING RANKS.

THE recent death of two old time crockery men, W. J. Burdett and E. P. Allan, thins the ranks of the old guard. Mr. Burdett, for more than thirty years connected with one establishment, knew his business from beginning to end. He saw at a glance if anything was suited to his wants, and knew without a moment's hesitation how large a quantity he could handle. His disposition was genial and pleasant, but if he could not buy he said so decisively; and many a salesman has left him without making a sale feeling better than when he had been successful in placing goods with some other buyer. His word was as good as his bond. If he made an engagement he kept it—and if there is anything in a salesman's life that causes him to have a good opinion of a buyer it is the fact that if he says he will look at samples he can be counted upon to do so. His quickness of decision was remarkable, and caused him to be greatly respected. He had a large circle of friends outside of his business associates, both at home and abroad, for in his frequent visits to Europe he had established social relations such as few men in his line enjoy. His loss will be felt for a long time.

E. P. Allan was a gentleman of the old school. His business in Newport brought him in contact with many notable people. He catered to the wealthy class, and though his store was in rather an obscure location it was well patronized. As a buyer he was competent to a degree. Personally, few men had as many friends, for his lovable disposition endeared him to all with whom he came in contact. His visits to New York were always welcomed, and an hour after his appearance in the District everybody knew that "Allan is in town." Others might be larger buyers, but none had a bigger hold on the affections of the people in the trade. For more than sixty years he had come and gone; now he has gone forever.

These two deaths cannot but have a thoughtful effect on the grayheads who remain. They are few enough, and every year the number grows less. The younger men who are taking their places will do well to profit by their example. Methods change, it is true, but character and knowledge count to-day just as much as ever. These men had both qualifications.

LONG LIVE THE WALDORF!

GEO. W. BOLDT, who manages the Waldorf-Astoria, this city, says that it sometimes costs as much as \$150,000 to replace the china, crockery, etc., broken in that hotel in a single year.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 14, 1907

"CHERCHEZ LA FEMME."

IT is a truism among potters that designs and decorations must appeal to women, or failure will result. Dinner ware, for instance, is almost invariably bought by the mistress of the household. A man may occasionally, to surprise his wife, purchase a dinner service; and nine times out of ten in such cases it doesn't please her. She is ruled by fashion, and it is therefore incumbent on the potter to keep his wits about him, find out what the fashion is to be, and make his wares accordingly.

Take the matter of color. He has but to watch the dry goods and millinery stores to learn what the prevailing hue will be; and the women will choose that color in china as unfailingly as in their costumes. A couple of years ago the sex that constitutes the main part of the population at the various summer resorts blossomed all in white. China with the daintiest decoration setting off its white surface, or simply white and gold, was most in demand. The next season fashionable women appeared in pinks and blues of the so-called "baby" shades. The winners in things ceramic were those which followed the same trend. This year the same colors will be in style, together with lavender; and these, with the right shades of green, will be found to meet the popular demand.

It must not be understood that a slavish adherence to these tints is commended. On the contrary, strong colors will be found desirable in odd pieces for

the sake of contrast. But as a general rule the potter who follows the lead indicated will find his goods in most favor.

THAT RAISE ON GERMAN GOODS.

LETTERS similar to the one printed below have been sent by importers to dealers throughout the country, and fully explain the recent flurry about increased prices:

NEW YORK, March 11.

Dear Sir: We herewith beg to call attention to an increase of price, brought about by additional duty we are made to pay on various lines of goods purchased by you recently, and as yet not delivered. The U. S. Custom House authorities claim that a group of German manufacturers belonging to a trust is selling its products at a higher price at home than to the United States, and, to make home market value, insist on our adding five per cent to the face value of the invoice on the majority of factories, and fifteen per cent on others, upon which we have to pay the usual duty. This makes an increase of one and a half per cent and four and a half per cent respectively.

As the goods in question have been sold subject to tariff changes and Custom House rulings, we much regret that we will be compelled to add for this additional duty on goods from the manufacturers, one and a half per cent on the total price of some goods and four and a half per cent on the total price of other goods.

We wish to state that the factories abroad are not charging us more for the goods, and all importers will be compelled to increase their prices to recompense them for the additional duty assessed by the Government.

PERSONAL.

AMONG the most athletic men in the trade is "Pat" Hanley, who rounds up business for several concerns engaged in the manufacture of cut glass, plateaux and silverware. One day during his recent visit to New York "Pat" was crossing Broadway from Madison Square to the Fifth Avenue Hotel. A. L. Blackmer and Geo. H. Sylvia were with him. A four-feet high rope fence separates the surface-car roadbed from the carriage thoroughfare at this point. Like the average pedestrian, Blackmer and Sylvia sauntered towards the gateway in order to effect a crossing. But not "Pat." He quietly approached the rope fence, sprang upward with the grace of a greyhound, and cleared it with scarcely an effort. Sylvia was telling some fellow-salesmen of the incident a little later, and by way of emphasis added:

"Pat begins training in a few days for his next visit to New York. Then, if he can get a good running start, he expects to clear the Flatiron building."



While H. J. Knatz's appointment as Edw. E. Hamblin's successor in the management of Gimbel Bros' china department, Philadelphia, will not cause his absolute withdrawal from the concern's Mil-

waukee department, the latter will not enjoy much of Mr. Knatz's personal attention in the future. For that reason Henry Berliner, for several years Mr. Knatz's assistant in Milwaukee, has been advanced to the management of the department.



I. Schlesing has signed to travel West for Leflier, Thiele & Co., enameled ware importers. Mr. Schlesing was formerly with G. M. Thurnauer & Bro.



W. F. Holley has engaged as buyer for the McClure Ten Cent Co., Atlanta, Ga. Mr. Holley was for some years similarly connected with the Titus Co., the local ten-cent syndicate.



H. F. Clay has been given the management of the new crockery and housefurnishing department opened by Crosby Bros., Topeka, Kas.



E. P. Calderhead, who buys toys for Gimbel Bros., Philadelphia, is on a purchasing tour in Europe.



W. H. Cook was banquetted by the male employees of the McCurdy & Norwell Co., Rochester, N. Y., on the occasion of his recent departure for Lincoln, Neb., where he goes to become superintendent of the Herpolsheimer Co.'s store. Mr. Cook occupied a similar position with the Rochester house.



M. D. Cohn, of M. D. Cohn & Co., Japanese importers, came home from the West a few days ago with his left wrist encased in bandages. While entering the Palmer House, Chicago, a couple of weeks previously he slipped on the icy pavement and his wrist was broken in the fall. He was confined to the hotel for nine days.



Mr. Mooney, who formerly managed Jonas Long's Sons' china department, Scranton, has been engaged to buy china for Wright, Metzler & Co., Uniontown, Pa., who have just opened a new store.



After a three weeks' visit to the local market the Wheelock trio—C. E., of Peoria Ill.; Geo. H., of South Bend, Ind.; and A. W., of Rockford, Ill.—has returned to the West.



Albert W. Naylor, who is making his first visit to this country since identifying himself with Thos. Hulme, the decalcomanie manufacturer of Hanley, Eng., is now on a tour of the Western pottery territory.



Jacob Hartman, of the Continental Art Glass and Brass Co., has opened a tour that, after a visit to Philadelphia, Baltimore and Washington, will take in much of the West. J. B. Bruen, a member of the same con-

cern, is this week showing the line in Boston and other New England cities.



Horace Hunt, who has been showing the Wheelock lines at the Grand Central Hotel, closed his exhibit this week, and Homer Hunt, who had been assisting him, returned to Boston.



Lee Richards, buyer for Bacon & Sons, Louisville, Ky., who has been in New York for four weeks, left for home last Saturday. He buys for two stores—one carrying the highest grades of goods, the other the medium class. It requires considerable ability to make purchases so widely different in character.



Sylvan Levy, buyer for Jos. Levy Bros. Co., wholesale stationers, was in the market last week for china and glass.



Aaron S. Kohler, buyer for the Savannah Wood-ware Co., Savannah, Ga., was here buying china and glass last week.



Geo. H. Moore left on Saturday for a trip through the Middle West with lines from Carlowitz & Co. Mr. Moore has been in the Japanese business for twenty years and has a trade acquaintance all over the country, particularly in the West. His genial personality makes him friends wherever he goes.



Ernest Wade stated last week that the Wm. Barr Dry Goods Co., St. Louis, had prepared plans for an immense building covering the entire block bounded by Olive, Locust Sixth and Seventh streets in that city. It will be seventeen stories high. It will be built in sections, and construction is expected to begin within six months. When completed the china department will occupy the whole of either the third or fourth floor. This department, heretofore in the basement, has been moved to the third floor of their present store, the cut glass and silverware being transferred to the first floor. The space formerly occupied by these two departments has been devoted to bargain counters for all of the departments throughout the store.



The curious-looking green object which dangles from the watch-chain of Wm. Dealing, local representative of various domestic glass factories, is an example of the carving skill of the Maoris, aboriginal inhabitants of New Zealand. It was brought over by an intimate friend of Mr. Dealing's, who, coincident with its presentation, assured the latter that legend claimed wonderful luck-giving powers for such pieces made by the Maori people. The only requirement of the person seeking a favorable turn of fortune in this manner, according to the legend, is to rub the article gently while inwardly expressing the benefaction desired. Mr. Dealing has by vigorous

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rubbing preliminary to conferences with buyers worked one side as smooth as a billiard ball; but he complains that the spirit of the Maoris hasn't inspired the aforesaid buyers to direct many carload orders in his direction.



R. H. Hemstreet, formerly a road salesman for John L. Cassidy & Co., Montreal, Can., has become a hotel proprietor. He assumed control of the Imperial Hotel, Indian Head, Conn., several days ago.



Isidore Schoenthal has disposed of his business in Washington, Pa., and accepted the management of the Golden Eagle Dry Goods Co.'s china department in Denver, Col. He and his family remove to the latter city in a few days.



Harry G. Freese leaves on Saturday for an extended Western tour in the interests of Vogt & Dose. He will go as far as Denver, taking in intermediate points.



H. D. Lewis, who formerly managed the Byesville Glass Co.'s office in Chicago, has engaged with J. M. Sherburne, guardian of Edw. Miller & Co.'s selling interests in the West. Mr. Lewis joins the corps of order-bookers in a couple of weeks.



Harry G. Mills is at the Bartholdi with a line of samples from the Homer Laughlin China Co.



E. C. Wettengel, of Cincinnati, is in town buying on import. Mr. Wettengel is a dealer in specialties, and strives to get odd things which other people do carry.



Wm. M. Taylor, with W. S. Pitcairn, left last week for Philadelphia, Baltimore and Washington. Joseph Hurd left on Tuesday for the West.



A. Kupper, with Chas. Ahrenfeldt & Son, left on Thursday night for a Western trip.



Jules Dierckx has severed his relationship with the trade after an experience of many years in the capacity of importer and manufacturers' agent, with headquarters in this city. He is now associated with the Kellar Mechanical Engraving Co., a New York concern, with which he holds a responsible position.



Mr. Ackley, who buys for the Wm. R. Farrington Co., Poughkeepsie, N. Y., was here for a couple of days last week and placed some nice orders.



There has been quite an exodus from the local salesrooms of the Geo. H. Bowman Co. during the past week. Frank Bowman and Mr. Bostwick have returned to the firm's Cleveland house, Wm. F. Kraus

left on Sunday for a visit to the trade in Washington, and A. G. Stollenwerck departed on Monday for a brief jaunt through New York State. Mr. Stollenwerck returns in a couple of days and then prepares for an invasion of the East.



The numerous friends of G. Heaucker, who has for many years been a glass salesman in this market, sympathize with him in the recent loss by death of his wife.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

F A Tollman, with Clark Bros, hf, Scranton, Pa. Earlington.
H Westbrook, with G Bernheimer Bros & Co, t, Kansas City, Mo.
Miss K Sullivan, with E W Edwards & Son, s, Troy, N Y. Victoria
C B Braunstein, of Koch & Braunstein Co, c, Cincinnati Herald Square.
H Eisenburg, with Dives, Pomeroy & Stewart, c, Reading, Pa. Latham.
A F Meter, with J V Farwell Co, t, Chicago.
G J Kaula, with G B French Co, t, Portsmouth, N H. Navarre.
Edw Bennett, with D H Holmes Co, t, New Orleans. Earlington.
H J Neff, with B Lowenstein & Bros, t, Memphis, Tenn. Albert.
K Denniston with Lahr-Bacon Co, hf, Evansville, Ind. Grand.
G N Everett, c, and W W Everett, hf, with Woodward & Lothrop, Washington. Holland.
M T Nugent, with Kaufmann Bros, t, Pittsburgh.
A Ainsworth, with Blanchard, Young & Co, t, Providence, R I. B'dway Central
F M Taylor, with Hochschild, Kohn & Co, hf, Baltimore. Breslin.
W J Ludwig, with Smith & Murray, c, Springfield, Mass. Murray Hill.
H E Kline, with Watt & Shand, c, Lancaster, Pa.
John McClellan, of John McClellan & Co, c, Houston, Tex.
A Silverstein, with New Orleans Queensware Co, c, New Orleans.
Mr Wey, of Dobbs-Wey Co, c, Atlanta, Ga.
Mr Clark, with D H Holmes Co, c, New Orleans.
Miss A Gabel, with Reeves-Luffman Co, hf, Schenectady. Breslin.
Geo Tobey, t, and A T Otis, hf, with Dodge-Spear Co, Boston. Prince George.
S J Nealis, with Gamble-Desmond Co, hf, New Haven, Conn. Grand.
Thos Barker, with R N White Co, hf, Boston. Holland.
Burke, Fitzsimmons, Horn & Co, l, Rochester, N Y.
R H Wood & Son, l, Elizabethtown, N Y.
I Braveman, l, Corning N Y.
S R Braveman & Co, l, Sayre, Pa.
S V Shalpin, l, Elmira, N Y.
The Boston Store Co, l, Norwalk, Conn.
T G Hall, c, Port Huron, Mich.
John Freidell, c, Wheeling, W Va.
F G Hall, c, Watertown, N Y.
J C Derby, c, Concord, N H.
Addison & Dunn, c, Baltimore.
E C Wiltinger, c, Cincinnati.

Mr Johnson, with B'dway Dep't Store, c, Los Angeles.
 L Silverstein & Son, c, New Orleans.
 Kroeger Bros, c, Milwaukee.
 Swank H'dware Co, c, Johnstown, Pa.
 Smith Bros, c, Dayton, O.
 J B Jones & Co, c, Kalamazoo, Mich.
 Mr Kohler, with Savannah Hardware Co, c.
 Julius Simon, c, Middletown, O.
 H C Hasemeyer, c, Richmond, Ind.
 Parson & Co, c, Ottawa, Can.
 Schrage Bros, c, Wilkes-Barre, Pa.
 Leslie D G Co, c, Haverhill, Mass.
 J B Martin & Co, c, Lancaster, Pa.
 F N Featherley, c, Syracuse, N Y.
 Horneck, Hess & Moore, c, Sioux City, Ia.
 Gracie Bros H'dware Co, c, Little Rock, Ark.
 H Leonard, c, Grand Rapids.
 Geo E Lorch & Bros, c, Pittsburgh.
 Albert Pick & Co, c, Chicago.
 Newman D G Co, c, Arkansas City, Ark
 Dean & Kite, c, Cincinnati.
 Mr Ackley, with Wm R Farrington Co, c, Pough-
 keepsie.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
 March 12, 1907.

ANTWERP

2 packages glassware.....B Gunthel
 1 " ".....Koscherak Bros
 36 " ".....Miscellaneous Orders
 41 " earthenware.....Geo Borgfeldt & Co
 5 " ".....G F Bassett & Co
 7 " ".....Hamburger & Co
 5 " ".....Koscherak Bros
 6 " ".....Strobel & Wilken Co
 22 " chinaware.....Wm Guerin & Co
 23 " toys.....B Illfelder
 5 " ".....F A O Schwartz
 7 " ".....Strobel & Wilken Co
 148 " ".....Miscellaneous Orders

BRISBEN

28 packages glassware.....L Straus & Sons
 3 " ".....Hamburger & Co
 251 " ".....Miscellaneous Orders
 6 " earthenware.....L Straus & Sons
 34 " ".....Geo Borgfeldt & Co
 32 " ".....Knauth, Nachod & Kuhne
 3 " ".....N Wapler
 51 " ".....Strobel & Wilken Co
 11 " ".....Miscellaneous Orders
 170 " toys.....Geo Borgfeldt & Co
 5 " ".....Hamburger & Co
 6 " ".....F A O Schwartz
 81 " ".....Strobel & Wilken Co
 61 " ".....Miscellaneous Orders

LIVERPOOL

130 packages chinaware.....Haviland & Co
 81 " ".....Chas Ahrenfeldt & Son
 22 " ".....Endemaun & Churchill
 81 " ".....Miscellaneous Orders
 5 " earthenware.....The Rowland & Marsellus Co
 15 " ".....G F Bassett & Co
 29 " ".....Geo Borgfeldt & Co
 14 " ".....Bawo & Dotter
 9 " ".....E Boote
 22 " ".....Maddock & Miller
 11 " ".....Meakin & Ridgway
 5 " ".....R Slimmon & Co
 19 " ".....L Straus & Sons
 9 " ".....J Wygand & Co
 48 " ".....Miscellaneous Orders

HAMBURG

59 packages glassware.....Fensterer & Ruhe
 43 " ".....F Euler & Co
 60 " ".....O O Friedlander
 21 " ".....Kmy-Schee er Co
 107 " ".....W R Noe
 103 " ".....L Straus & Sons
 6 " ".....Strobel & Wilken Co
 520 " ".....Miscellaneous Orders
 10 " earthenware.....G F Bassett & Co
 8 " ".....C Ahrenfeldt & Son
 32 " ".....Hamburger & Co
 44 " ".....Bawo & Dotter
 169 " ".....L D Bloch & Co
 193 " ".....Geo Borgfeldt & Co
 11 " ".....O Goetz
 12 " ".....B Illfelder & Co
 15 " ".....Koscherak Bros
 9 " ".....Knauth, Nachod & Kuhne
 381 " ".....F W Woolworth
 43 " ".....J Wygand & Co
 10 " ".....Strobel & Wilken Co
 139 " ".....Miscellaneous Orders
 6 " toys.....L H Mace & Co
 17 " ".....Geo Borgfeldt & Co
 6 " ".....Bawo & Dotter
 130 " ".....B Illfelder & Co
 96 " ".....Samstag & Hilder Bros
 29 " ".....Strobel & Wilken Co
 387 " ".....Miscellaneous Orders
 2 " harmonicas.....Strobel & Wilken Co

ROTTERDAM

8 packages earthenware.....L Straus & Sons
 87 " ".....Geo Borgfeldt & Co
 3 " ".....Bawo & Dotter
 25 " ".....Miscellaneous Orders
 5 " toys.....F A O Schwartz
 16 " ".....Miscellaneous Orders

FIUME

20 packages glassware.....J Palme

LIMOGES

107 packages chinaware.....W L Briggs

TRIESTE

143 packages glassware.....A L Crawford
 271 " ".....Endemann & Churchill

COPENHAGEN

168 packages glassware.....Brown Bros
 397 " earthenware.....Geo Borgfeldt & Co
 5 " ".....Knauth, Nachod & Kuhne

IMPORTS AT PORT OF BOSTON.

HAMBURG

81 packages earthenware.....Jones, McDuffee & Stratton Co
 3 " ".....Stone & Downer
 36 " ".....Louis Noble & Co
 2 " ".....G P Lawrence
 11 " ".....Boston and Maine Railroad
 117 " ".....B D Webber
 149 " ".....First National Bank
 57 " ".....Geo Borgfeldt & Co
 78 " ".....R F Downing & Co
 15 " ".....C J Pierce & Co

ANTWERP

8 packages earthenware.....Jones, McDuffee & Stratton Co
 14 " ".....Geo Borgfeldt & Co
 35 " ".....Miscellaneous Orders

LIVERPOOL

15 packages earthenware.....Jones, McDuffee & Stratton Co
 5 " ".....Rowland & Marsellus Co
 16 " ".....Mitchell, Woodbury Co
 5 " ".....Richard Briggs Co



Although an increase in the selling Pittsburgh and lists of some branches has been Vicinity. made, orders are piling up as rapidly as ever. An increase of two cents per dozen on jellies and twenty cents a dozen on some gas globes is announced, due to the advance in the prices of raw materials and labor.

Manufacturers have already commenced to receive duplicate orders, showing that retail trade is exceptionally good.

The better grades of gas and electric goods are selling well just now. Manufacturers report a better business than ever before in these lines.

The new selling agency of the Consolidated Lamp and Glass Co., at Tanner & Kearns' offices, is at 311 Bissell Block, instead of the Lewis block, as reported.

The general offices of the Silicon Glass Co. have been removed to 732-36 Wabash building.

The Southern houses are among the best customers of the glass manufacturers this season. A very nice business indeed is now being done in all of the Southern States.

The Pittsburgh warehouses of the Welsbach Co. on Seventh avenue are to be removed to Columbus, O., on April 1. The company is one of the largest buyers of high class goods in the Pittsburgh district. Mr. Lemy will continue in charge of the Columbus warehouses.

John Derrick, of the commercial department of the United States Glass Co., who has been absent from his desk on account of illness, has recovered.

A Pittsburgh manufacturers' agency has just landed the year's order of a concern which controls fifty-eight general stores. The business amounts to

over \$150,000 a year, and the first orders are generally duplicated several times during the season. Glass, pottery, stoneware and lamps are included in the demands

The cut glass houses are having an exceptionally good business at present.

There is a remarkable demand at present for high-class domes.

W. J. Collins has been spending several days in this city and Washington, Pa., preparatory to the removal of his family to Mound Valley, Kas., where he has charge of the Mound Valley Glass Co.'s factory.

Greater Pittsburgh is an assured fact. The act permitting the consolidation was passed this week. The news was received with great joy by the majority of the inhabitants of Pittsburgh and Allegheny. Bells were rung, whistles blown, impromptu parades formed, and a general jubilee followed.



The Jefferson Glass Co., which re-follansbee, moved here from Follansbee, has been chartered under the laws of West Virginia with a capital stock of \$100,000. The incorporators are D. J. Sinclair, A. G. Lee and James Porter, of Steubenville, O., and H. G. Lohman and A. G. Frohme, of Wheeling, W. Va.



Fire of a mysterious origin was discovered one night recently in the glass factory of Ball Bros. The loss resulting from it reached \$3,500.



Fire in the furnace room of the Rochester, Pa. Keystone Tumbler Works caused a loss of about \$10,000 March 6. The stock room and other parts of the plant were not

harmcd. Repairs are in progress, and operations will be resumed early next week. President Addison Thompson has been working early and late to get things started as soon as possible.

IN THE HOUSEFURNISHING WORLD.

The Howard Broom Co., Oil City, Pa., has been chartered with \$10,000 capital.

Ogdensburg, N. Y., is to have a new woodenware factory with a capital of \$60,000.

Flatt Bros., brush manufacturers, Reading, Pa., are to erect a new factory shortly.

The Globe Mfg. Co., Perry, Ia., is to begin the manufacture of washing machines.

A new broom factory is about to be started in Wakefield, Neb., by Albert Sigsby.

A broom handle and wooden novelty factory is shortly to be built in Camden, N. Y.

The Gordon-Martin-Cline Co. is opening a new department store in Nashville, Tenn.

A. W. Wolf's department store, Mt. Holly, Pa., was destroyed in a \$30,000 fire recently.

An extensive addition to the American Wringer Co.'s plant, Woonsocket, R. I., is to be built.

Fire in L. S. Hydeman & Bro.'s department store, Morristown, Pa., caused a loss of \$20,000 recently.

Extensive alterations are about to be made in Burrows & Sanborn's department store, Lynn, Mass.

Francis P. Fernald, brush manufacturer, died on Monday, at his home in this city. He was born in 1841.

Frinkelstein Bros.' 5 and 10-cent store, 783 Grand street, this city, suffered a slight loss by fire recently.

The Spaulding Mfg. Co. has established a factory in Clinton, N. Y., for the production of household novelties.

Walker Bros.' department store, Salt Lake City, Utah, is soon to be enlarged by the addition of two more stories.

A new department store, known as The Star, will be opened in New Rochelle, N. Y., about May 1 by Ginsburg Bros.

By the amendment of the articles of incorporation of Wm. Donaldson & Co., Minneapolis, Minn., the name of that corporation has been changed to the

L. S. Donaldson Co. No change has occurred in the personnel of the firm.

The Henry Cross Patent Shade Roller Co., Jersey City Heights, N. J., has been incorporated with a capital of \$100,000.

R. J. Barbour, of Meridan, Miss., is the active head of a movement to establish a new department store in Houston, Tex.

Articles of incorporation were recently filed in St. Louis by the Escanaba Mfg. Co., makers of woodenware. Capital, \$250,000.

The broom factory of the Standard Woodenware Co., Los Angeles, Cal., was damaged by a recent fire to the extent of about \$25,000.

A charter has been obtained by the Yunck Metal Process Co., makers of metal wares. Capital, \$50,000. Registered office, Jersey City, N. J.

I. F. and L. McDonald have purchased the Daisy Mfg. Co.'s plant, Moundsville, W. Va., and will continue it for the manufacture of woodenware.

Plans are in progress for the erection of a large department store on the south side of St. Catherine street, east of Phillips Square, Montreal, Can.

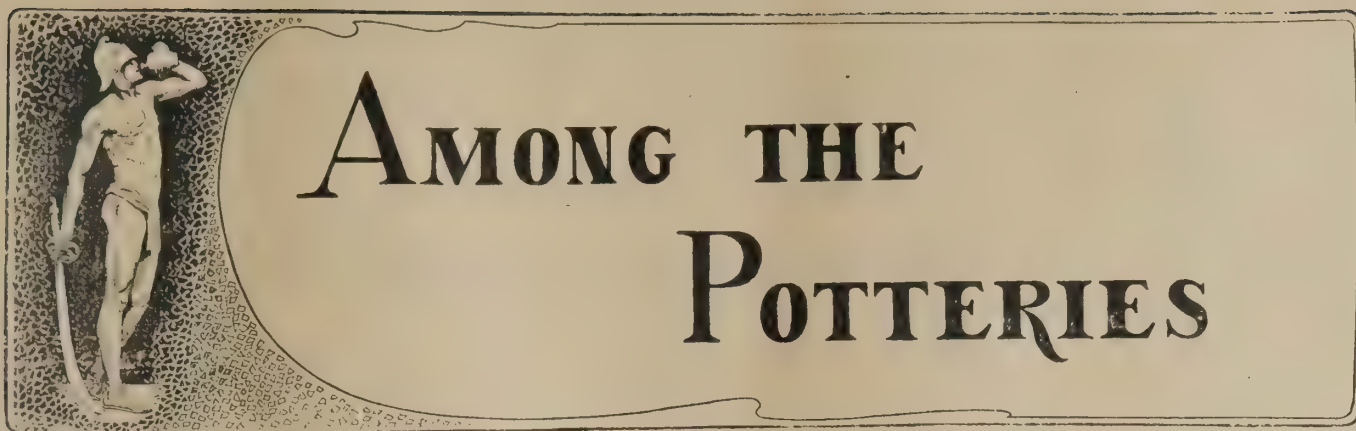
M. G. Hotchkiss has sold his interest in the basket making firm of Roberts & Costello, Hinckdale, Mass., in order to resume his old position as a traveling salesman.

A three-story building costing \$150,000 is to be erected in Spokane, Wash., for the Palace Department store. Mrs. R. Weil, widow of R. Weil, is the active head of this enterprise.

Robert Fraser's handsome new store in Utica, N. Y., is to be opened in a few days. It replaces the store that was destroyed by fire in May, 1905. The new building is six stories high and contains 116,000 square feet of floor space.

Announcement is made that the large annex to the Central Hotel block on South Main street. Salisbury, S. C., is to have a \$50,000 department store, with 30,000 square feet of salesrooms. The head of this new concern is N. B. McCandless, J. Samuel McCubbins is vice-president, and Elijah Slate, of South Boston, Virginia, is treasurer, secretary and general manager.

Stockholders of the defunct People's Department Store Co., Rochester, N. Y., to the number of 200, met recently to consider a scheme of reorganization advanced by Henry A. Bull, of Buffalo, who represents the Fraley-Carey interests, which have an unexpired lease on the store. As a result of the meeting it is probable that enough new stock will be subscribed to rescue the store and possibly again place it on a paying basis.



AMONG THE POTTERIES

Indications are that this month **East Liverpool and Vicinity** will prove a record-breaker in a business way. "We have enough business in this pile here," said a manufacturing potter, as he laid his palm on a large batch of orders, "to keep our plant in operation day and night for two months if we did not get another order." This pretty nearly describes the condition of business throughout the entire West.

B. C. Simms, of the Thompson Pottery Co., has been confined to his home for some days on account of illness.

Hugh Nevin, of the Knowles, Taylor & Knowles forces, has left for a Western trip, Denver being his goal.

While the new designs on shapes are having a splendid run, the most remarkable selling articles during the past fortnight have been the specialty lines—all showing increases over the same season last year.

A. N. Silverstein, of L. Silverstein & Sons, New Orleans, La., while placing heavy orders here declared that the South is experiencing a remarkably prosperous condition. His business this season exceeded that of 1906. Mr. Silverstein will visit New York before his return home. J. McClellan, of Houston, Texas, also ordered liberally during the past week.

"Rush our orders!" is the cry from jobbers and dealers. The goods cannot be shipped fast enough, and the demand is almost equal to that of the holiday season.

George C. Thompson, of the Thompson Pottery Co., has returned to his office from a Cleveland trip.

Among improvements planned for the coming season by the American Porcelain Co. is a large office building.

A meeting of the arbitration committees of the United States Potters' Association and the National Brotherhood of Operative Potters was held here dur-

ing the week. The price for making several new pieces was speedily adjusted to the entire satisfaction of all concerned.

Inquiries are already being received by manufacturers about the shapes and decorations for the fall trade.

T. A. McNicol, of the Potters' Co-operative Co., is spending a week in New York, Philadelphia and Boston on business.

W. E. Wells, of the Homer Laughlin Co., has returned from a fortnight's stay in North Carolina.

Manufacturers report Southern trade more brisk this year than ever before—due to the heavy cotton crop. The best grades of goods on the market are being ordered.

Kenneth P. Beattie, for many years a modeler here, has been selected to act as treasurer and general manager of the Globe Pottery. Mr. Beattie has been connected with the pottery industry for twenty years.

It is understood that local manufacturing **Trenton** potters are to urge the discontinuance of the morning lunch-hour custom that prevails at many of the potteries. This practice has in late years been eliminated to a great extent, but there are still several plants where the operatives cease work for from fifteen minutes to a half hour every morning in order to partake of lunch. The manufacturers affected by this habit declare that it not only seriously interferes with the production of ware in the busy season, but it is also unfair to them for the reason that many of the operatives who thus enjoy a respite every morning are being paid daily wages, and therefore appease their appetites at the expense of the "bosses." This lunch-time custom, according to a veteran potter, originated in England many years ago. It was intended for the benefit of operatives who reported as early as five or half-past five o'clock in the morning for the purpose of wedging clay. After rising so early and working so vig-

orously they were considered by their employers to be fully entitled to a rest and luncheon by 9:30 o'clock or thereabouts. But the introduction of machinery in later years has made unnecessary the "wedging" of clay by hand. The lunch hour custom, however, still exists in some plants.

* *

Wm. S. Hancock, vice-president of the Trenton Potteries Co., sailed on the Bluecher a few days ago for the West Indies, where he will remain about a month.

* *

Paul Rataud, of Ratauds, Ltd., Hanley, Eng., arrived in New York several days ago and came on to Trenton immediately. Mr. Rataud will shortly make a tour of the Western pottery district in the company of Chas. W. Harrison, the American representative of the Rataud concern.

* *

The Potteries Selling Co. has just announced a very considerable reduction in prices. The company has for some years controlled the basic patents on syphon closets, and through licenses to manufacture these closets has handled the product of the manufacturers solicensed, and thereby a reasonable return has been secured; but in view of the near expiration of the patents the situation is unsettled, and the sanitary manufacturers are apparently following the traditions of that branch of the business, for when there has been a war among them the question of cost of manufacture has never had much consideration given to it. The outlook is not promising, but the trade in general hopes that some arrangement may be reached to prevent total demoralization in prices.

✕

A number of decorators have been working at the new plant of the Newell, W. Va. Homer Laughlin China Co., and several of the decorating kilns will be fired during the week. Only white ware has been shipped so far. The sprinkler system in the plant will be completed within a fortnight.

* *

The Kenilworth Tile Co. has commenced the erection of two additional kilns.

✕

Henry Gallagher, of Perrysville, O., has formed a company capitalized at \$20,000 for the purpose of erecting a pottery, a bed of rich clay having been located in Richland county. S. Jenks, of Toronto, O., for thirty years connected with the pottery industry, will have charge of the new plant.

✕

The jugs and rail-plates that the Buffalo, N. Y. Buffalo Pottery is specializing on deserve the popularity that they appear to be gaining. There is an original smack, especially about the jugs, that makes them noticeable features in any stock, and they readily lend them-

selves to attractive display. Dealers who are handling them say they have no trouble getting the price. The Buffalo Pottery makes a special sample offer that is worth inquiring about.

✕

The potteries here are rushed with orders. It has been hard to catch up with old business, and now, with new orders arriving daily, everybody is kept on the jump.

✕

These officers have been elected by the directors of the United States Pottery Co. at their annual meeting: President, J. J. Purinton; vice president, S. M. Ferguson; secretary, T. B. Ferguson; treasurer, S. M. Ferguson, Jr. The directors are composed of these officers and Mrs. J. J. Purinton and Mrs. Rose Hall. All are residents of East Liverpool.

✕

By a decree of the Armstrong Ford City, Pa. County Court, the Ford City China plant will be offered for sale April 16 to satisfy \$32,000 of first mortgage bonds held by the Fidelity Title and Trust Co., of Pittsburgh.

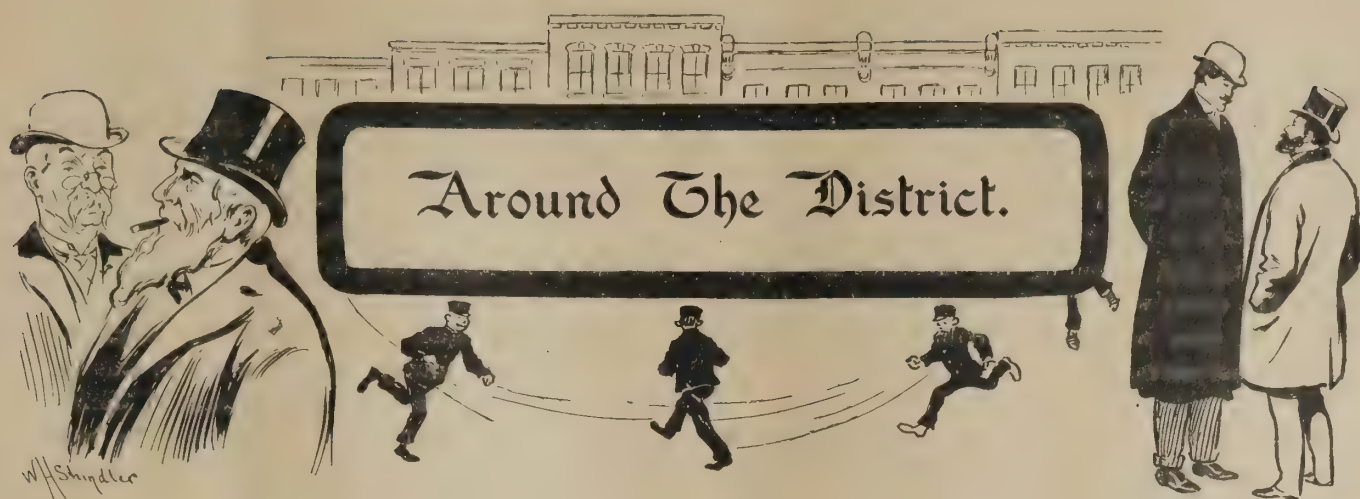
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Feb. 24, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 23, '07	Correspond ing period 1906
Boston	632	538	1116	1029
New York	631	530	1070	849
Baltimore	1590	1038	3023	1936
Philadelphia	233	191	481	221
New Orleans	525	378	1193	601
Newport News	62	127	285	296
San Francisco	...	43	85	183
Portland (Me.) ..	920	57	1852	179
Galveston	66	134	160	173
Portland (Or.) ..	...	173	20	260
Inland Points	21	1008	105	1972
Total ...	4670	4267	8790	7699

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Feb. 23, '07	Correspond- ing period 1906	Exports Jan. 1 to Feb. 23 '07	Correspond ing period 1906
New York	204	99	949	977
Boston	169	243	817	1147
Philadelphia	83	29	412	193
Baltimore	420	247	2836	1994
San Francisco	...	...	85	163
New Orleans ..	51	138	1041	841
Portland (Me.) ..	138	21	734	181
Galveston	17	...	95	154
Newport News ..	1	19	230	181
Portland (Or.) ..	...	...	20	260
Inland Points	...	07	26	2545
Total ...	1088	903	7295	8629



ACTIVITY in the District continues, and business is fully up to the average, if not a little more so. It is true that the crowd of buyers has been and gone, but some of the jobbers are still lingering, and the department store men are making their appearance in the warerooms. A feeling of quiet contentment and satisfaction is evident in every direction.

Chas. Ahrenfeldt & Son are showing about fifty patterns in low and medium priced dinner sets. The general trend of the decorations is toward dainty flowers, sprays and borders, and particular attention is paid to garland effects. All the sets have gold handles. There are also many new things in chocolate sets, ice cream sets and fancy pieces for the table—all with a touch of originality in shape or decoration. Their lines of gold-encrusted plates are well worth seeing. They excel in this direction.

Geo. F. Bassett & Co. are showing many new things in Bassett china this year, and the patterns are all of higher grade than anything they have brought out heretofore. Floral ornamentation predominates, and some of them have very beautiful shadowy effects, while others again are in strong colors. The variety is so great that any taste can be satisfied. A feature of these goods is that they are not sold to catalogue houses. There is so much feeling in the trade in this matter that an opportunity is hereby offered to dealers to prove their sincerity.

A. A. Bean is making an excellent exhibit for the Mitchell, Woodbury Co., 32 Park Place. It is astonishing how much he shows in his present small quarters; and the taste displayed is an earnest of what he will do when he gets into the firm's larger rooms on May 1. The lines include all kinds of tableware and fancy goods in French, German, English and Austrian wares and cut glass. The goods from Rheinhold Schlegelmilch and Tillowitz Schlegelmilch are particularly attractive. There is an Austrian open stock dinnerware pattern that is one of the best things shown this season, and the

hand-painted low priced sets are a revelation. A Bavarian line with floral decorations on rich tinted backgrounds is worthy of more than passing mention. The line of Kohinur glass is full and complete, and contains both high-grade and popular-priced wares. The combination punch bowl and comport is a huge success. They make all sizes from eight to fourteen inches, and at prices which must be satisfactory to buyers, for they have bought liberally.

"Nature's replicas," as Bawo & Dotter's advertising literature describes them, are fruit cream jugs, comports, celery trays, salads, radish dishes, salts and peppers, mustards, etc., fashioned and colored in wonderfully close imitation of various kinds of fruit and vegetables. Apples, oranges, tomatoes, strawberries, canteloupes, lemons, pineapples, pears, and especially corn, are reproduced in a manner that is remarkable even in these days of ceramic surprises. The shapes are copied as perfectly as human fallibility will permit, and the colors are quite as naturally applied.

There is a great diversity of designs in the Austrian glassware assortment shown by the Geo. H. Bowman Co. The gold decorations, especially, exploit a number of new ideas in floral and fruit styles. The same patterns are also presented in natural colors. In cut goods are exhibited many excellent specimens in paper weights, salts and peppers, knife rests, candlesticks, decanters, syrups, mustards and horseradish jars, vases, etc. The vases vary very decidedly in size, from the tiniest of shapes up to the tall objects that are intended as receptacles for long-stemmed flowers.

Christian J. Dierckx, the new local selling representative of the J. D. Bergen Co., has materially altered the appearance of that concern's salesrooms on Murray street. The appointments of the place have undergone a beneficial change, and have been further improved by the acquisition of numerous new samples. Among the latter is the Thistle cutting, the latest of the Bergen patterns. It is unusually

rich in character, and differs quite decidedly from anything that ever before issued from the company's factory.

Ed. Butler is getting out a little booklet prepared especially for the use of dealers who handle his goods. It will contain a history of china from the earliest date down to and including the factories he represents. The cover will bear the names of the individual dealers, who will then distribute them among their own customers.

Carlowitz & Co. opened last week an immense line of jardinières in all the peculiar shadings and colorings characteristic of Japanese wares. Among them are two of the largest ever made in Japan. They are twenty-five inches in diameter. The house has also received an astonishing array of brass goods—spun, hammered and chiseled. Many new things in the regular line of vases and tableware are on display.

In the new factory and showroom of the Continental Art Glass and Brass Co., at 22-24-26 Howard street, the concern has fully four times as much space at its disposal as when in its original quarters on Wooster street. Even this increased room is already being found inadequate. The sale of the art glass portables, shades and globes which compose the company's product is improving by leaps and bounds. Speaking of portables recalls the fact that the Continental people have just created a combination art glass and metal-mounted portable, adaptable for either gas or electric use, that is certain to win immediate favor.

Encouraged by the great success of the "Mistletoe," C. L. Dwenger has brought out three new patterns of the same character—paste gold on white. One has sprigs of clover leaf and blossom for its design; Empire wreaths ornament another; the third shows a delicate fern leaf. Nothing could be more chaste and beautiful, and they are meeting with the ready sales they deserve.

Wm. P. Graham & Co. have accepted the American representation of Herbert J. Colclough, Longton, Eng., producers of Eastern Vale porcelains. A complete exhibit of the plates, teas, bowls, nappies, creamers, sugars and other items from the Colclough factory is now being made by Graham & Co. Among the various decorative innovations which distinguish the line are three series styled respectively "Shakespearean," "Beef Eater" and "Game Cock." The names convey an idea of the character of the decorations, which are worthy of inspection by every buyer in quest of novelties.

Hamburger & Co. seem to have made a special effort in their French lines this year and are showing many novelties. They have gone far afield for ideas, and have struck some that have never been thought

of before. The department store buyers will find many things prepared especially for their use.

Nicely-arranged quarters have been engaged at 100 Chambers street by the Keane & Martin Co., a new firm of manufacturers' agents. The members of the concern are Jos. Martin, formerly resident buyer for the J. E. Manix Co., this city, and P. M. Keane, who has during an extensive career been manager of several china and housefurnishing departments throughout the country, the last of which was in the Herpolsheimer Co.'s store, Grand Rapids, Mich. In addition to a special line of candle shades brushes and general housefurnishing goods, the Keane & Martin Co. represents these factories: H. & H. Mfg. Co., nickel-plated and brass goods; National Wheel Co., go-carts and metal wagons; Hoffman-Corr Mfg. Co., hammocks; Hurwood Mfg. Co., food-choppers; Gleisman & Gleisman, baskets; Clayton & Co., housefurnishing specialties.

When the National Exchange Bank and the Irving National Bank consolidated, two proposed trust companies sprang up. Both were making good headway, and it was plain that the rivalry would not be beneficial to either; so on March 8 the proposed Atlas Trust Co. and the Irving Trust Co. consolidated their efforts. The result will be to give the West side one trust company with a capital of \$750,000 and a surplus of equal amount. Saml S. Conover is president and Wm. H. Barnard vice-president, and the offices will be located on the corner of Chambers and Hudson streets, formerly occupied by the Irving National Bank. It will be called the Fidelity Trust Co.

By the terms of a contract entered into a few days ago, the Geo. H. Bowman Co. will hereafter have the exclusive sale of the Royal baby-plate in Ohio and Michigan. This plate has already enjoyed a satisfactory degree of popularity in those States, but

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



TRADE MARK.

ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



TRADE MARK.

F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N Y

the extent of its use is certain to be greatly increased when helped along by the Bowman concern's selling corps.

L. Straus & Sons are making a particularly fine display of fancy potteries. They have endeavored this year to get as many quaint, odd and peculiar lines as possible, and have succeeded admirably. And yet this display is only one of the very many lines which they show. They have samples from more than 1,000 European factories, gathered by trained experts, at every price and of every style and quality that can be imagined. They offer at first hands French, Carlsbad and German dinnerware and novelties in Bohemian glass, to say nothing of their own cut glass. As they sell both on import and from stock, dealers have the advantage of supplementing the spring purchases at any time, drawing from a million-dollar stock

The Strobel & Wilken Co. are showing some remarkable values in tableware. The range of decorations covers everything, from the simplest spray up to full floral patterns. Their white and gold designs are also very choice. None of these patterns can be seen elsewhere.

The bi-monthly meeting of the American Flint and Lime Glass Association was held in the Crockery Board of Trade rooms on Wednesday. The attendance was small and only routine business was transacted

Robt. Slimmon & Co. call attention to their latest new pattern, the Marlseiles, on the "Silver" shape. It is likely to prove a rival to the popular Iris. The design is shown in flow peacock and Canton with gold, and is also beautifully enameled. It is one of the handsomest moderate priced sets on the market. They give control, and, as the line is taking well, dealers should hasten to make their selections.

Vogt & Dose are showing many new patterns of gold-encrusted dinner sets. One with a design differing materially from anything in the market has jewel effects in garland style which add materially to the pretty decoration. Another has a green edge with raised gold work, and still another has an all-gold edge.

EARTHENWARE TRUST IN AUSTRIA?

It is reported that a trust in the earthenware line has been formed in Austria. Among the twelve factories which are said to have joined the trust are Wienerberger Ziegelfabrik, Florisdorfer Tonwarenfabrik, Lederer & Nessenyi, Erste Schattauer Tonwarenfabrik, Westboehmische Kaolin und Chamottewerke, Karlsbader Kaolinindustriegesellschaft, and the Kaolinwerke Aktiengesellschaft in Zettlitz near Carlsbad. It is also stated that the Vienna Laenderbank intends to establish a branch office at Carlsbad for the purpose of establishing a trust in china goods.

SPECIAL NOTICES.

FOR SALE.

CROCKERY, china and housefurnishing business located in a city of ten thousand which is the jobbing center of a large surrounding territory. Only exclusive crockery store in the city. Established over thirty years. Staple line of up-to-date goods on hand. Live man can step into profitable business at once. Address Box 457, this office.

HELP WANTED.

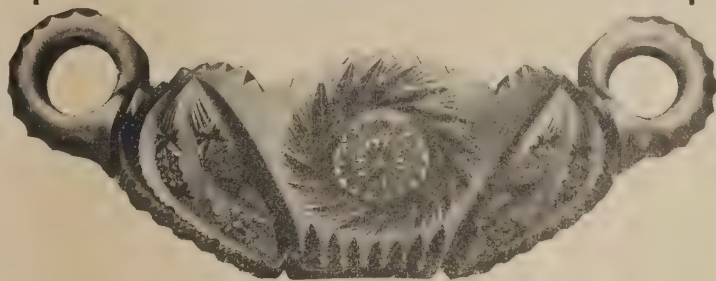
WANTED—Pottery superintendent—first-class, active, progressive, experienced man who has a full knowledge of the manufacture of high-grade semi-porcelain. Give references and salary expected. Address KEMAMIC, this office.

THE MAY CO., ST. LOUIS, MO., REQUIRE THE SERVICES OF A BUYER AND MANAGER FOR THEIR CHINA, GLASS, HOUSEFURNISHINGS AND TOY DEPARTMENTS. MUST BE A MAN WITH UP-TO-DATE DEPARTMENT STORE EXPERIENCE. STATE PRESENT AND PAST EMPLOYMENT, WITH FULL PARTICULARS. ALL COMMUNICATIONS WILL BE TREATED IN THE STRICTEST CONFIDENCE.

FRY CUT GLASS

IS THE HIGHEST IDEAL OF GLASS MAKING.

It has a brilliancy unequalled. It is the best, both in value and quality. Buy it.



TROJAN

Capacity over last year is doubled.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

CONVENIENT FOR BUYERS.

THE H. & H. Manufacturing Co.'s line of nickel-plated and brass goods is now being exhibited in new showrooms at 100 Chambers Street, New York.

KEANE & MARTIN CO. in charge.

Handlers of Special Things for Special Sales.

Glass and Metal Goods.

Our Display for Import 1907 comprises
Many Novelties and New Ideas.

Bohemian Vases
Metal-Mounted Glass
Fruit and Flower Stand
Empire Glassware



Bronzes
Copper Vases
Ornaments
Candelabra

HAMBURGER & CO.,

28 and 30 West Fourth St.,

New York City.

BRYCE BROS. CO., MOUNT PLEASANT, PENN

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc.

Needle Etched, Cut, Sand Blast,
Enameled, etc.

New York Office, 25 West Broadway, Room 43. J. D. Dithridge. Western Salesmen: W. H. Duval, Gerard S. Bryce.



The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal, St. Louis, Lorraine; Germany; and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTING, Agent, 25 West Broadway, New York.

A. GREDELUE,

BACCARAT Glassware,

43 to 51 West Fourth St., New York.

Cor. Washington square

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

WARE *for* WEAR.



Next to the beauty of

"Iroquois China"

comes its wearing quality. Although dainty and delicate it is not brittle. If chipped it does not blacken and carry an unsightly black scar. Any pieces that may be broken your dealer can always duplicate from his open stock and keep your set complete.

A beautiful AMERICAN CHINA not expensive to buy and very economical to use.

Ask your dealer to show it to you. If he does not keep it send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

I stands for IROQUOIS, the china that's advertised

Are you handling it? Don't you believe it pays to handle a line for which there is a demand created?

If you could see the mail our magazine advertising is bringing us every day, from people who are about to buy a dinner service, you would stock up with

IROQUOIS CHINA

For all these inquiries are referred to our dealers. Why aren't you one of them? Send to-day for our catalogue, advertising helps (we are also interested in getting the china off the shelf after we sell you), price lists, etc.

IROQUOIS CHINA CO.,
Syracuse, N. Y.

Pottery at Solvay N. Y.

At our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular-Priced
Cut Glass.

The J. D. BERGEN CO.,

Meriden, Conn.

SHOWROOMS

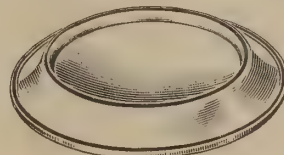
New York: 38 Murray St. Baltimore: 122 W. Baltimore St. Chicago: 131 Wabash Ave.

300,000 BABIES

NOW USE THE
ROYAL
BABY-PLATE
"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO., 19 Burling Slip
New York

BASSETT CHINA.

The only one of the leading brands of china
that IS NOT AND WILL NOT BE
SOLD BY CATALOGUE HOUSES.

FANCY GOODS.

IMPORT 1907.

Full lines of German, Austrian and French Goods now
ready for inspection. The lines are full of the kinds
of ware that sell at a profit. If you haven't got them you
can't sell them. You are in business to make money.
Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.

Pouyat China



CHINA OF CHARACTER

never lingers long on the shelves of the progressive retailer.

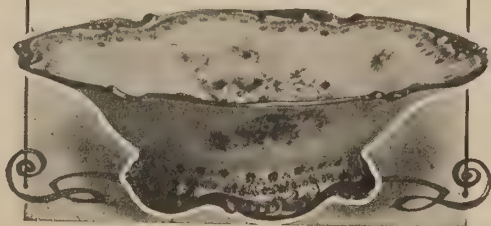
POUYAT CHINA

has character in the combining of form and decorative effects—the result of close and careful study of existing ideals as revealed in America's constantly growing taste for things beautiful.

It is also one of the reasons why Pouyat China always merits its popularity.

PAROUTAUD & WATSON

Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

**WEDGWOOD JASPER,
WEDGWOOD CHINA and
WEDGWOOD QUEENSWARE,**

Manufactured by Josiah Wedgwood & Sons,
Ltd, Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

TABLE GLASSWARE

of the highest quality.

Works: White Mills, Wayne County, Penna.

Special Sale of Easter Novelties.

Approaching New York is a steamer with several cases of choice bisque Easter Novelties in sizes to retail at 25c., 50c. and \$1 each.

Mostly 25c. size.

Our buyer says they're stunning.

His word is reliable.

Special net prices will be made on all three sizes to move them "on arrival," and we would suggest that you send us your orders for assortments of \$25 or \$50 worth, or more, and let us make up the selection.

We guarantee a nice variety. Name your quantities of each price.

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



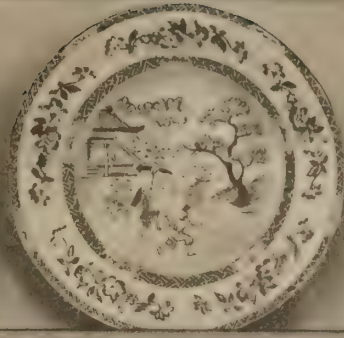
BANGOR



CLEORA



GERANIUM



JAPAN

BUFFALO POTTERY RAIL PLATES

HANDSOME EFFECTS IN HAND-TINTED, UNDERGLAZE COLORS. PLATES ARE 10 1/4 IN. IN DIAMETER. THEY ARE GOOD SELLERS AND THE PROFIT MAKES THEM WORTH HANDLING. WRITE FOR PRICES AND INFORMATION.

BUFFALO POTTERY, Buffalo, N.Y.

Chicago Office
J. A. WILSON
167 Dearborn St.

Buffalo Office
A. H. SHARPE
352 Main St.

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Make ourself Acquainted

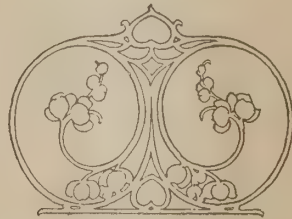
WITH THE DISPLAY OF

IMPORT SAMPLES

— BY —

Charles Ahrenfeldt & Son

50, 52 and 54 Murray St., New York.



THEIR LINES COMPRISE:

LIMOGES AND ALTROHLAU CHINA

from their own factories,

and

A New Line of Fancy Goods from C. G. Schierholz & Sohn, Plaue,

solely controlled by them.



NEW YORK, MARCH 21, 1907.

THE CONDITION OF BUSINESS.

New York Business shows signs of the approaching Easter holidays in that wholesale buying is falling off while retail buying is increasing. Trade has been a little spasmodic for the last ten days. The early part of last week was dull, the middle excellent, and the latter part quiet. This week opened dull again, with signs of improving up to the time of going to press. A large number of the smaller dealers in the country, and nearly all the nearby and city trade, have yet to place their import orders, and in view of this fact the importers can see a fairly good business ahead for some time to come.

The domestic manufacturers are still reporting an excellent business. Trade is moving up to their anticipations, and even more. The floods in the Ohio valley caused a temporary disarrangement of affairs, but fortunately the water receded almost as quickly as it came, and business very soon resumed its normal course. There will be considerable loss in some cases, and a little retarding of shipments, but not much, as great efforts are being put forth to make up for lost time.

The housefurnishing goods trade is experiencing almost a boom. Summer goods are beginning to come into active demand, while staples continue in great request.

The retail trade is about as usual just before Easter. Wearing apparel has the call over utilitarian ad-

juncts of dining room and kitchen; but there are good times ahead, for the prosperity of the country continues, in spite of the late flurry in Wall street.

Trenton. Business is keeping up in good shape, and there is no apparent indication of an early decline. The buying has been brisk in every section from the very outset of the season. The South has been especially active, and its merchants have been selecting not only more but a better class of goods than heretofore. While there has lately been an appreciable falling off in the number of buyers visiting this city, the returns from road salesmen and also by mail and wire direct from the trade continue to be entirely satisfactory.

Wellsburg, W. Va. The glass plants did not escape damage by the Ohio river flood, but as soon as the waters receded operations were resumed.

Pittsburgh and Vicinity. The floods throughout the Pittsburgh district during the closing part of last week, and the clearing of debris the first of the present week, hindered shipments from all the glass factories for a time, but normal conditions are now restored, and everything is going on as usual. Belated mails

brought in a large volume of business, but it was not until a day or so ago that the railroads were in shape to take care of shippers' desires.



With the clearing of the river-front potteries of the rubbish deposited by the flood, all the plants resumed active operation. Shipments were held up, of course, but the manufacturers are now in good shape to take care of all orders with unusual promptness, notwithstanding the conditions with which they have been confronted. Good business continues to be announced at all the local offices.



The potteries and glass houses in this district, like the rest, suffered from the high water. Things are going on all right again now, however. While the fire at the Warwick China Co was of a rather serious nature, it is officially announced that the firm will "continue business at the old stand."



While the rise in the Muskingum river caused some damage to the potteries in this locality, the losses are of a minor character—green ware suffering in most cases. Every plant in the district is now cleared up and operating as of yore

THEY'VE SIGNED A PERMANENT CONTRACT.

TWO people in the West have just determined the degree of intimacy that should exist between buyer and salesman. While they have disposed of the troublesome question in a thoroughly satisfactory way, their example cannot for obvious reasons be very widely imitated. The parties involved and the circumstances leading up to this adjustment of relationship are alluded to in the following announcement from Chicago:

"Mrs L. M. Girton, china buyer for J. H. C. Petersen's Sons, Davenport, Ia., and W. L. Gerald, of Hannibal, Mo., traveling salesman for the Globe Pottery Co., East Liverpool, O., were married in St. Mary's Church, this city, on March 4."

From Davenport comes the information that the wedding occurred while Mrs. Girton was returning home from a buying visit to New York. It was a surprise to all save a few of the couple's closest relatives, and particularly to the young ladies who have been engaged under the present Mrs. Gerald's direction in Petersen's department. These young women prepared a pleasant reception for the bride, who, when she returned to the department, found

the side walls of her office lined with violets and cards of congratulation, while hearts and wedding bells were suspended from the ceiling. Her chair was tied with ribbons and her desk was draped entirely in white.

"EXAM." IS AGAIN POSTPONED.

AN indefinite postponement has now been ordered of the trial of candidates for the position of examiner of crockery in the office of the Appraiser of Merchandise at the Port of New York. The examination was first announced for Feb 25, but a scarcity of candidates is reported to have prompted the deferring of it until last Saturday, the 16th. Five aspirants for the vacancy appeared on the latter date, but the inquisition was again called off, and this time for an indefinite period. No explanation for this unexpected action has been volunteered.

SIMPLIFIED BOOKKEEPING FOR RETAILERS.

SECOND ARTICLE.

A GREAT many retailers are still following the old plan of copying all the bills they get from the wholesale houses in their day book and carrying the totals from there to an account which they carry with each wholesaler in their ledger

There is a much easier way of handling such accounts, and still be in thorough touch with them at all times. The following-described method, which fits in nicely with the method of handling your credit accounts, as described in a previous issue, has been tried for years, and found to be exceptionally good for an average retail business:

The first requisite of this system is an office "tickler," which can be purchased from dealers in office supplies, or can be made by yourself in case you are thoroughly practical and do not care so much for appearances as for usefulness. The box should be about six inches deep, four or five inches wide and ten inches long. A good thick tag-board is the best thing to use for the paper divisions, and you must have one for each day of the month and each month of the year

After your tickler is made or purchased you must contract the habit of going to it each morning, take out the paper division dated the previous day, and put it back of all the other daily partitions, so it can begin doing service at the same day of the next month. In this way it is always ready to take care of anything you may want to refer to at any particular time within the next thirty days. When you want to place a memorandum in the tickler for a time more than thirty days ahead, reach over to the back of the tickler and drop it in the month desired.

When you give an order to a salesman, have him

give you an exact duplicate of it. Place this order in your tickler where you will reach it on the day you should receive a bill of the goods. In case you do not get the bill, this tickles your memory, and you can write, urging prompt shipment. If you send in the order by mail or wire, of course you take a carbon copy and file it in the tickler the same as copy of order given salesman. When the bill comes, you can look in the tickler for the order, check them over and see that quality and price are both right, as well as quantity, pin them together, and then put them forward in the tickler to the time the goods arrive. In case of delay in shipment your attention is then called to the matter when you run across the bill a few days later, and can start your tracer after the goods at once. If the goods come all right, you check them up with the bill, and then place the bill

for. No matter what you want to be reminded of on some future day, such as an appointment to keep, a letter to write, a bill to collect, etc., all you have to do is to put a memorandum in the tickler on the right day, and you need not worry about it again, for it will come out and remind you at the right time.

The only thing you have to do to make this tickler do half your thinking for you is to be loyal to it and go to it each morning and move the division sheet for the previous day clear over to the back of the other dates. This will leave whatever you need to look after to-day right in front of the tickler, and after you have cleaned up that bunch of work you can feel satisfied that you are not forgetting anything of importance.

If you have items pending from day to day, they can remain in the front part of the tickler, where



ROCHESTER, PA., ON FRIDAY, MARCH 15.

forward in the tickler to the time it should be paid if you take advantage of the cash discount. Then, in case you decide not to take the cash discount when you come to the bill again, you at once place it forward in the tickler to the date it must be paid.

When you come to this bill again, and pay it, you make your first entry in your day book, and it is then only a short entry, showing that you had paid cash for merchandise, with a line explaining whose bill you paid, and its date. This does away with all ledger accounts with the people you buy from, as your "Merchandise" account covers it all.

After making your day book entry of the bill, when paid, file the bill away in a regular letter file. Label this "Purchase File." In future, when you want to look up this bill, for any purpose, you know exactly where to find it.

You will find this tickler very valuable as a daily reminder, and that is exactly what it was first made

they are seen each day as you move the division sheets forward, and you thus never forget them.

The use of a tickler to take care of your bills payable until they are paid leaves you free from fear that you will overlook any of them at time to take your cash discount. You do not need to carry all such matters in your head, but can keep your head clear to take up other matters.

You need not spend money to try this system; so there is really no excuse for your not putting it in force. The time you save the first week, by the use of it, will more than pay you for all the time you use in its construction, and by the end of the week you will get the correct run of it, and will never part with it in future.

When a bill is payable in sixty or ninety days you put it ahead in the compartment of month in which it is due. At the end of each month you put the monthly division sheet over to the back of all the

other monthly sheets, and all bills and memoranda found between this sheet you have just taken out and the next one you then take out and distribute through the days of the month on which they should have your attention, so that you will reach them at exactly the right time. Do this the last of each month, as you move the month over, and you will always find everything coming out to the front on the day you need it.

WARWICK CHINA CO.'S FIRE.

FIRE caused the destruction last Friday morning of a portion of the Warwick China Co.'s decorating shop, Wheeling, W. Va. The damage will amount to between \$40,000 and \$50,000. An explosion of gas in a kiln caused the blaze. The larger part of the concern's stock of decalcomanie was burned, and it will be impossible for the firm to fill orders at once on some decorations. Concerning these patterns the company writes:

"As we will have to have these made again specially for us, we trust our customers will wait, as we shall certainly do the best we can to supply their wants in a short time. In the meantime we hope to bring out other new decorations at once, and our men will be on the road again in a few days with these. What orders we have now, and those that will come to us for our own reserved decorations, will be filled in the shortest possible time after we can get our own decals again. Our customers would do us a favor if they would remit as soon as possible, as we will need a great deal of money to go on with before our insurance can be adjusted."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

W T Mitchell, with Adams, Meldrum & Anderson Co, hf, Buffalo. Seville.
O Besser, of E Besser's Sons, t, Buffalo. Marlborough.
Mr Lipman, of Levy & Lipman, c, Kansas City, Mo.
J Webster and Mr Bicknell, with Tilden, Thurber Co, c, Providence, R I.
A N Silverstein, with New Orleans Queensware Co, c. Marlborough.
C D Laubach, with C K Whitner & Co, hf, Reading, Pa. Grand.
E H Wade, with Wm Barr D G Co, c, St Louis. Albany
Thornton Bros, c, Lawrence, Mass.
H G Munger & Co, c, Herkimer, N Y.
O Agricola, c, Gadsden, Ala
M Koch, c, Baltimore, Md.
M Goldwater, c, Prescott, Ariz.
Chas Howell, with Pitkin & Brooks, c, Chicago.
Mr Meyer, with Miller, Rhoads & Swartz Co, c, Norfolk, Va.
Hayden Bros, c, Omaha, Neb.
E Rosenberg, with M Sellers & Co, c, Seattle.
S Leboft, with Rothschild & Co, c, Chicago.

J W Bowman, of Bowman & Co, hf, Harrisburg, Pa. Imperial.
A J Kline, with Dives, Pomeroy & Stewart, hf, Harrisburg, Pa. Herald Square
Miss A Gabel, with Reeves-Luffman Co, hf, Schenectady, N Y. Breslin.
J F Leary, with J Samuels & Bro, c, Providence, R I. Herald Square.
A J Ferguson, c, and D J Owler, t, with Callendar, McAuslin & Troup Co, Providence, R I.
R J Calm, with Dives, Pomeroy & Stewart, hf, Reading, Pa
H E Claus, with Hunter, Tuppen Co, s, Syracuse, N Y. Navarre.
Edw Bonnet, with D H Holmes Co, t. New Orleans. Earlington.
Miss H Marks, with Maison Blanche, s, New Orleans.
W C Henderson, c, Greensburgh, Pa. Navarre.
O A Speakman, Meadville, Pa. Navarre.
W L and A W Welling, c, Darling, S C.
J W Fedder, c, Corning, N Y. Broadway Central.
J Lipman, with Central Department Store, hf, Los Angeles. Normandie.

"WHY CUT GLASS BREAKS."

A CONTEMPORARY, which has never heretofore been recognized as a purveyor of humor, recently gave publicity to an article that is calculated to interest, enlighten, and probably amuse, those who have made a close study of the cut glass industry. Under the caption "Why Cut Glass Breaks," the article runs along in this fashion:

"Cut glass makers explain why it is that there are frequent reports of cut glass suddenly breaking or crumbling on a table, shelf or sideboard in homes and elsewhere, although the glass was not in use. They assert that whenever the tone of any cut glass article comes into contact with its responsive chord the life of the glass will go with the tone by which it is affected, and the glass collapses or crumbles. It is on record that a famous opera singer could break cut glassware by reaching high C in her singing. Several tests were made in New York and Paris, and by her singing she broke several pieces. The tone of a violin if attuned so as to be in accord with cut glass will destroy it."

Two questions will at once suggest themselves to persons familiar with cut glass after reading this. One probably concerns the "cut glass makers" who have made this discovery, and the other inquiry will be very likely expressive of their curiosity regarding the character of the blanks so easily and readily made eligible for the ash-heap. Much has been written in recent years regarding the susceptibility of glass to the human voice. But the writers have usually been content to limit it to the thinnest kind of blown ware. There are men thoroughly conversant with the properties of glass who are skeptical even on this point. They refuse to admit that the human voice, no matter how strong or penetrating, is capable of destroying even the frailest piece by merely being attuned with it.

But that is neither here nor there. The point which we desire to emphasize has reference only to cut glass. If, as the article reprinted above declares, a singer is capable of breaking a piece by merely

emitting a high C, what protection has the industry against an operatic conspiracy? According to this theory, it would be mere child's play for Melba, de Reszke, Eames, Caruso, or any of the other vocally-gifted notabilities to stroll into a cut glass showroom, strike a lofty note, and then observe the dissolution of nappies, celeries, jugs, vases, punch bowls, and the like. What protection would the maker have against this wanton destruction of art as typified in cut glass? None whatever, beyond the possible arrest of the vocalizer as a disturber of the peace. Existing laws are lax with regard to this new cut glass discovery. They cannot in any manner be construed so as to hold a singer responsible merely because his or her throat emits melodies that cause glass to crumble away.

The cut glass manufacturers and their selling representatives have only one hope. The recent unpleasantness growing out of Caruso's interest in the Darwinian theory may have been a blessing in disguise. It may convince others with glass-destroying voices that, as in his case, fame is not always desirable.

HER IDEA OF NEW YORK.

WHILE they were fellow guests in a Towanda, Pa., hotel, some years ago, Frank I. Blakeman, of Blakeman & Henderson, and Geo. H. Sylvia had an amusing experience. Mr. Blakeman was at that time traveling for the import house of P. H. Leonard, and Mr. Sylvia, then, as now, was booking business for the Pairpoint Corporation. Mrs. Blakeman, who accompanied her husband on that trip, was conversing with the two gentlemen in the sample-room occupied by Mr. Blakeman when the door opened and a housemaid glided into the room. She blushed and stammered in an embarrassed way for a moment, but finally pulled herself together.

"I notice by the register," said she, by way of introduction, "that you folks are from New York."

"We are," was Mrs. Blakeman's pleasant response.

"Do you know Gus Brown over there?"

"Gus Brown?" repeated Mrs. Blakeman, as if reflecting. "No, I think not."

"Why, he's been there three years, and he works in a drug store," persisted the rustic maid.

"Well, I know several Browns in New York, but not one of them is a drug clerk," was the rejoinder of Mrs. Blakeman, who had by this time been verbally deserted by her husband and Mr. Sylvia.

"Yes, but you ought to know this young man, if you are really from New York. He's the one who married Minnie Warner, whose father runs a butter store there."

At this point Messrs. Blakeman and Sylvia retreated in disorder behind a couple of sample trunks in order to disguise their mirth. Mrs. Blakeman alone remained as a target for the maid's glance of

distrust and disappointment as she swept out of the room.

A GENTLE HINT TO CALLERS.

PROMINENTLY positioned on the private office door of Wm Junor, the Toronto, Can., china merchant, is a neatly-printed card that bears this heading: "Time Allowed for Interviews in this office." Directly underneath is the following self-explanatory schedule:

	hrs.	min.	sec
Friendly calls	2	..	..
" " " when busy.....	1	..	..
Life insurance agents	1	..	..
Book agents.....	2	..	..
Friends willing to let us in on the ground floor.....	0	..	..
Friends with a great scheme	5	..	..
" with a sure winner.....	1	..	..
" who want us to go fishing	8	10	42
" who ask us to drink	?	?	?
" who want us to lunch	60	..	..
" wanting an extension	2	..	..
" wanting to borrow \$5.....	3	..	..
" wanting to borrow \$10	2	..	..
" wanting to borrow \$100	1	..	..
" having the latest story	5	..	..
Collectors (we remit by mail)	0	..	..
Bored, male.....	5	..	..
" female	6	..	..
" if attractive.....	58	..	..
Advertising solicitors	1	..	..
Those wanting to pay old bills.....	60	60	60

PAID FOR BACCARAT; DIDN'T GET IT.

ALTHOUGH John H. Sanderson & Co. got \$138,757 for Baccarat glass in the lighting fixtures of the new Pennsylvania capitol it was testified a few days ago before the Capitol Investigation Commission that there is no such glass in the building. This testimony was given by E. P. Ebberts, secretary and treasurer of the Phoenix Glass Co., of Pittsburgh, who said that nearly all the glass for the lighting equipment of the building was made by his concern at Monaca, Beaver county, near Pittsburgh. By way of illustration, Mr. Ebberts said that his firm got \$260 for the glass globes used in the chandeliers in the Senate caucus room, where the hearing was held. John H. Sanderson & Co. received from the State \$1,315.35 for this same glass. Senator Arthur G. Dewalt, who asked some of the questions, brought out that if this proportion were maintained throughout the building the State had paid nearly five times as much for the glass used in the lighting fixtures as it need have paid had it dealt directly with the Phoenix Glass Co. The latter's bill amounted to \$28,084, to which the contractor added \$110,673 as a profit. Of course, the Phoenix Glass Co. had nothing to do with this. They simply supplied the contractor, and he made his own price. In conversation with a newspaper man Mr. Ebberts said facetiously: "We didn't get any advertising out of the original contract. Probably we will now."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York.

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United States and Canada.....	\$2.00
All Foreign countries in the postal union.....	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 21, 1907.

CONSIDERING the rapidity of the rise in the Ohio river and the extent of the flooded district, the lack of serious damage to the potteries and glass factories was remarkable. In an astonishingly short time after the subsidence of the water the manufacturers cleaned up and put their works in order, and the wheels are turning again as though nothing had happened.

NO ROOM FOR "GRAFTERS."

ABOUT the most businesslike effort yet undertaken in the movement to exterminate "graft" from the crockery and glass trade is that for which the Association glass factories stand sponsor. The unalterable opposition of these firms to the practice of tendering gratuities to buyers in any form, with the object of influencing trade, is expressed in no uncertain language in the contracts submitted at the beginning of this year to their salesmen. The stipulation in each contract that the salesman must be ever ready to face the Association and make a sworn statement that he has not violated this particular clause in the agreement sounds especially sincere when one understands that the salesman's failure to make this sworn statement will mean the nullification of his contract.

The salesman with a sense of honor will not, of course, entertain the thought of repudiating his promise; and his less scrupulous fellow-salesman is

likely to be so solicitous about the retention of his position that any impulse he might feel to bribe the receptive ones among his buying acquaintances will be put aside. Therefore, it would seem that close observance of the anti-graft provision in the contract is assured.

There is no reason why the Association factories should be alone in this laudable fight against a great commercial evil. The glass factories outside of the Association, the general ware and art potteries, the lamp-making concerns, the import houses, the manufacturers' agencies—in fact, every concern in the trade that requires selling agents—should lend support to this movement. None of them is exempt from the commercial injury that "graft" is certain to cause. Unity of action is necessary if the agitation is to be an absolute success. Why not fall in line?

PERSONAL.

WHEN W. P. Graham, of W. P. Graham & Co., appeared in his Murray street office on Monday morning it was apparent at a glance that some unusual circumstance had but recently punctuated the serenity of his existence. Around his mouth there danced an ineffaceable smile of satisfaction, and covering the upper portion of his shirt front was a neck-scarf of a beautifully blended green. The broad grin and the unaccustomed neckwear very naturally inspired the inquisitiveness of his friends. Mr. Graham's explanation was complete and satisfactory. The little girl will probably be named Patricia, in consideration of the fact that the stork left her at the Graham home on the same day that the memory of Ireland's patron saint was being revered throughout the civilized world.



Henry Saul, representing Bawo & Dotter, who has been in Chicago, is now on his way West and Southwest, making his first stop at Duluth, where he will register at the Hotel Spalding.



Detroit, Mich., entertained quite a large party of china and glass missionaries last Sunday. One hotel alone had as guests the following: Edw. C. Ledger, with C. Dorflinger & Sons; Jos. Hurd, with Wm. S. Pitcairn; Elmer I. Hughes, with Ceramic Importing Co.; H. L. Seixas, with Edw. Boote; Fred. C. Reimer, with Chas. L. Dwenger; Arthur J. Bennett, with Cambridge Glass Co.; Chas. Stauffer, of Chicago, and Edw. Johnson.



Chas. L. Patterson has given up the management of the May Co.'s china department, St. Louis, in order to succeed Chas. Hall as buyer for Carson, Pirie, Scott & Co., Chicago. It is understood that Mr. Hall will return to his former home in Spring-

field, Mass., to conduct the business left by his recently-deceased father. Both are expected in New York this week.



J. Toji, San Francisco representative of the Japanese-American Antique Ware Co., accompanied by eleven other Japanese, is in Jamestown, Va., where he is arranging for the opening of the exposition. Mr. Toji says he will be assisted by fifty Japanese who are to be sent to Jamestown from the company's factory at Tokyo shortly before the opening of the exposition.



Harry S. Clarke left on Monday for Philadelphia, Baltimore, Washington and the West, on an extended tour with full lines from Robt Slimmon & Co.



Ed. Butler is making arrangements to go to Europe in the near future—possibly this week. He has had such an active trade that he is going to the potteries to give personal supervision to the orders he has sent over. The length of his stay is undetermined.



W. F. Handel, of the Handel Co., spent a few hours in New York one day recently while on his way to Atlantic City after having completed a vigorous road tour. He remains at this resort until the end of the week, and then, having fully recuperated, proposes to go West in pursuit of trade.



Sam C. Downs, with the Pope-Gosser China Co., was at the Bartholdi last week, but departed on Saturday night.



A. Paillett, superintendent of the Limoges factory of Bawo & Dotter, sailed for home Thursday with a book full of orders. Geo F. Thiesen and Henry Kraus, with the same concern, sailed on Saturday for Europe on a buying expedition.



A. B. Evans left on Saturday night for a trip through Central New York in the interest of Meakin & Ridgway. Norman Walker left at the same time for the East.



"Johnny" Curry, with Houghton & Dutton, returned to Boston on Saturday after placing his import orders. Mr. Curry is just rounding up his twenty-seventh year with the concern. In these days of changes this is an honorable record.



Chas. E. Cardon started West last Saturday night with lines from J. H. Venon. His tour will take him to the Pacific Coast.



J. D. Dobbs, Southern representative of Geo. F. Bassett & Co., has been spending some little time in

New York. He brought with him R. R. Dargan, of Abbeville, S C, and J. C. Carter, of the Anniston Trading Co., Anniston, Ala.



Thos. B. Cannon assumed his new duties as manager of the Edw. Malley Co.'s china department, New Haven, Conn., last Monday. Mr. Cannon was formerly with the Edw. Wren Co., Springfield, O.



Harry Windhorst, buyer for Lyons & Chabot, this city, is on duty again after a rather lengthy absence from the department. His eyes have bothered him greatly for a long time, and the specialist in charge of his case some months ago ordered his temporary retirement from business.



W. F. Ellisson, who has been at the Bartholdi for eight weeks with the Iroquois China Co's lines, left for the South on Saturday, making Savannah his first stop.



Chas. M. Israel was in New York a few days ago, and while here made inquiries regarding a new position that he hopes to land. He resigned from the traveling corps of the Wheeling Potteries Co. only recently.



M. Benford, after a brief stay at home, left last Sunday night for a tour of New York State. Completing this, he will perambulate towards the West and then the South. In addition to cut glass, Mr. Benford is now carrying the lines of the Continental Art Glass and Brass Co. and the Royal Baby-Plate Co.



Mr. Meyer has been in town for a few days making selections for the new china department that the Miller Rhoads & Swartz Co. open in Norfolk, Va., on or about July 1.



Jos. F. O'Gorman, of the O'Gorman Agency, returned last Saturday from a four days' visit to Montreal. The adjourned annual meeting of the St. Bernard Fish and Game Club, of which he is a member, attracted him across the border.



A. N. Silverstein, secretary-treasurer of the New Orleans Queensware Co., is in town making import and domestic purchases. The Marlborough is his place of residence.



A. J. Kline, buyer for Dives, Pomeroy & Stewart, Harrisburg, Pa., was called home from this city on Tuesday because of the sudden death of his father.



Much surprise has been occasioned because of P. J. Carroll's extremely brief career as buyer for Jonas Long's Sons, Scranton, Pa. He threw up the job

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last Saturday night after only one week's experience. Mr. Carroll was previously with Wise, Smith & Co., Hartford, Conn.



Fred Seegers, who has been showing the line of the Edwin M. Knowles China Co. at the Bartholdi, left for the West on Saturday.



P. M. Keane, of the Keane & Martin Co., this city, has been down East for several days with samples of the housefurnishing lines carried by his concern.



Thos. J. Hughes started West on Saturday night with lines from Hugh C. Edmiston.



L. D. Hatton, manager of Gill & Co.'s local sample-room, returned a few days ago from a trip that covered a period of six weeks. He spent most of his time in Canada, where he first landed some highly desirable business for his firm, and then directed his attention to the Cobalt-Casey silver mine in Cobalt, Can., in which he is interested. This mine, by the way, was discovered by a carpenter named Bucknell, whose daily wage was \$2.50 before he made the find. An hour afterwards he accepted \$150,000 in order to relinquish all claim to it.

ADDING MORE NEW MEMBERS.

TWENTY-ONE additional candidates have just been elected to membership in the Pottery, Glass and Brass Salesmen's Association, viz., Bernard Ris, assistant secretary of U T Hungerford Brass and Copper Co; Lewis A Schrage, of Schrage Bros, Wilkes-Barre; John J Wrenn, with Manhattan Brass Co; Chas P Stouffer, of J H Stouffer Co, Chicago; Fred J Waight, buyer for Emery, Bird, Thayer Dry Goods Co, Kansas City; C B Cory, general manager of Iroquois China Co, Syracuse; Robert G West, with Bryce, Higbee & Co, Pittsburgh; Frank E Huxley, with National Enameling and Stamping Co; H M Stockman, assistant housefurnishing buyer for Wanamaker, this city; E M Meder, with Geo Borgfeldt & Co; Geo R Nixon, with Geo F Bassett & Co; Carl S Bassett, general manager of Belle Pre Bottle Co, Alexandria, Va.; Chas A Postley, with Mogi, Momonoi & Co; Chas D Keene, with Geo F Bassett & Co; J R Van Brunt, treasurer of U T Hungerford Brass and Copper Co; Albert Jasman, buyer for Meyer & Frank Co, Portland, Ore; D W Johnston, buyer for Broadway Department Store, Los Angeles; H H Thomas, of Merchants' Importing Co, Chicago; F W Primrose, with Blakeman & Henderson; Andre Guerin, with Wm Guerin & Co; Herman A Henjes, with W L Briggs. This increases the total of new members enrolled since January 1 to 52. The aggregate membership now reaches 723.

At Tuesday's meeting of the officers the committee in charge of the dinner in December last reported that a balance of \$20.90 remained after all expenses had been paid. This amount was added to the treasury.

EMANUEL KOSCHERAK DEAD.

EMANUEL KOSCHERAK died on Monday morning, aged fifty-six, of a complication of diseases. He had been in failing health for several months, and since Christmas had been to his place of business but once. Mr. Koscherak was born in Bohemia, and when quite a lad obtained employment in a glass factory. He served through all the different grades of manufacturing, and finally reached the office and salesroom. In 1887 he came to the United States with a comparatively small line of samples of glass, with the intention of taking orders and returning. The possibilities of business in this country struck



him so forcibly that he returned to Europe and came back in 1888 and established himself at 28 Barclay street. The next year he moved to 17 Warren street, and in 1890 took half the store of Bossford & Noe at 33 Park Place. In 1893 he removed to 45 Murray street, a little later on taking the upper lofts. In 1898 he moved to the corner of Park Place and Church street, the old store formerly occupied by C. F. A. Hinrichs. He was the first to introduce Bohemian syphons into this country.

Mr. Koscherak was a shrewd, sharp business man, but with a kindly nature, and charitable to a degree. He was a Mason, and was buried with the rites of that order. He leaves a widow and three sons, two of whom are in the business.



Willet Hicks, for many years identified with the china trade, died on Tuesday at his home in Trenton, N. J., aged seventy-five. In 1856 after having severed his connection with the Haviland China Co. this city, Mr. Hicks removed to Trenton. There he

opened a china establishment which he conducted until sixteen years ago, when he engaged with the Ceramic Art Co., now Lenox, Inc. He was still with the latter at the time of his death

* * *

Wm. M. Lewis, a former chinaware merchant on West Madison street, Chicago died in that city recently. He was aged ninety years.

A CRY FROM MACEDONIA.

LI MOGES, France, has a population of 80,000, of which only 200 are Protestants. These have a small church, which they find hard to support, as the majority of its members are poor. Until recently aid to the extent of \$480 a year was received from the State, but since the law of separation went into effect this income has been cut off. The church building is sadly in need of repairs, and really ought to be rebuilt. A. Kupper, who is with Charles Ahrenfeldt & Son, is much interested in this little church and is asking for contributions, and hopes that when he returns to France in the near future he will be able to take with him a substantial sum. A number of houses in the trade have already contributed, and Mr Kupper's desire will no doubt be gratified. Contributions may be sent to him in care of the firm at 54 Murray street, this city.

IN THE HOUSEFURNISHING WORLD.

Eugene Robinson's department store, Adairville, Ky., was totally destroyed by fire recently.

The Bennett Mfg. Co., Portland, Me., has been incorporated to deal in toys Capital, \$50,000.

* *

The Philip H. Stevens & Co., Hartford, Conn., has been chartered to make silverware, etc. Capital, \$50,000.

* *

Incorporation articles have been filed by the J. J. Groeninger Tinware Co., Evansville, Ind. Capital, \$5,000.

The Eastern Basket and Veneer Co., Buffalo, N. Y., to manufacture woodenware, has been incorporated. Capital, \$600,000.

* *

Negotiations have been closed for the sale of the plants of the Escanaba Woodenware Co., at Escanaba and Crystal Falls, Mich., to the Escanaba Mfg Co. The deal involves approximately \$1,000,000.

* *

Fire visited East Liverpool's shopping district late last Saturday night and caused about \$40,000 loss.

The department stores of Jacob Stein and John E. Anderson were among the sufferers.

* *

A charter has been obtained by the A. P. Du Bois Co., Rockland, N. Y., department store proprietors. Capital, \$50,000.

KILLED BY ELEVATOR AT B. & D'S.

WHEN the main door of Bawo & Dotter's establishment, 32 Barclay street, this city, was opened for several early-arriving employees on Thursday morning, the 14th, the discovery was made of a lifeless body dangling in front of the elevator shaft. The dead man proved to be Chas. Siegele, nineteen years old, of 24 East Thirty-second street, a stock clerk employed by the firm. It is believed he tried to use the elevator after the departure of the regular operator. To do this he had, apparently, raised the gate and pulled the elevator rope, but before he could get into the car it shot upward and caught him between the platform and the gate, breaking his neck and crushing his head. The body had been hanging there all night.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 2, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 2, '07	Correspond ing period 1906
Boston	107	227	1223	1256
New York	161	148	1231	997
Baltimore.	397	359	3420	2295
Philadelphia.....	53	17	483	238
New Orleans	1	....	1194	601
Newport News....	8	....	243	296
San Francisco.....	....	3	85	186
Portland (Me.)	45	....	1397	179
Galveston.....	....	....	160	173
Portland (Or.)....	....	9	20	269
Inland Points.....	....	342	105	2314
Total	771	1105	9561	8804

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g Mar. 2, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 2 '07	Correspond ing period 1906
New York	161	149	1 10	1126
Boston	91	227	508	1374
Philadelphia....	53	17	464	213
Baltimore	397	359	3283	2353
San Francisco....	....	3	85	166
New Orleans	1	....	1042	841
Portland (Me.) .....	....	....	734	181
Galveston .....	....	....	95	154
Newport News....	8	....	238	181
Portland (Or.)....	....	9	20	269
Inland Points.....	....	342	26	2887
Total	710	1106	3005	9735



FEWER buyers were seen around the District this week, although the latter half of last week proved better than the beginning promised. There are still many well-known buyers to come, and while it is getting toward the close of the season there is yet much business ahead.

Chas. Ahrenfeldt & Son have made a great hit with their Schierholz line. The modeling of the figures is equal to the work of the best sculptors in Europe. The smallest details are all shown perfectly, even though the figure is but six or seven inches high. The potting is excellent, and the colorings are true reproductions of the old Dresden ware. Connoisseurs of fine art pottery have not hesitated to buy the line on sight.

Geo F. Bassett & Co. builded better than they knew when they remodeled the Barclay street side of their store. The change is wonderfully for the better, and their windows are models of what can be done in tasteful dressing. Visiting buyers are invited to take a look, not only at the outside, but inside the establishment, and see the range of fancy goods and staples.

No department in the Bawo & Dotter establishment has been busier this season than that devoted to dolls and toys. Visitors have been numerous, and with few exceptions have bought freely and liberally. The controlled brands of dressed, kid body and jointed dolls, especially, have proven brisk sellers.

L. Perelson, manufacturer of antique wrought iron gas and electric fixtures, this city, has closed negotiations with the Continental Art Glass and Brass Co. whereby the latter become the exclusive selling agents for his line.

Old Egyptian shapes are copied very cleverly in the dozen new vases recently introduced by the Consolidated Lamp and Glass Co. The pieces are all small and may be used either as receptacles for short-stemmed flowers, for purely ornamental purposes in

the home, or for souvenirs. Their adaptability in the latter regard lately attracted the attention of an official connected with the Jamestown Exposition, who at once placed an order of liberal proportions. The vases are garbed in a coat of ox blood red that is very striking.

B. F. Drakenfeld & Co., purveyors of colors and chemicals for potters and glass-makers, find their business increasing so rapidly that they have been obliged to enlarge their office and increase their clerical force. While the oldest house in the trade, they have all the energy and push of the most progressive kind.

Gill & Co.'s lamp line for 1907 is finally ready for the attention of buyers at the local showroom. In point of decorative excellence the display totally eclipses any former production by this concern, and the shapes are entirely in keeping with the beauty of the decorations.

Hamburger & Co., while perhaps more widely known as a dinner ware house, carry very large and extensive lines of fancy goods and bric-a-brac. Their exhibit in this direction this year is the largest and most varied that they have ever shown, and includes most of the well-known potteries like Teplitz and Bonn, as well as many other makers who get up special designs for them.

Removal has been made of the Ornamental Bronze and Plate Co.'s local office from West 21st street to 76 Park Place, where room 4 is occupied. Nelson B. Hatch, secretary of the company, is in charge.

Five different patterns are included in the Fostoria Glass Co.'s exposition of blown vases. The spot optic is one of the newer and more attractive of these designs. These vases not only please the eye, but their weight is very desirable, their shape is wholly practical, and the price asked for them is moderate. The twist optic, the straight optic and the heavy-

ribbed flute patterns are also comely. Some of these vases are intended as receptacles for only certain kinds of flowers. For example, there is one piece, made in two sizes, that is fashioned for nasturtiums, and another style of vase in the collection is shaped principally for orchids and violets.

The Strobel & Wilken Co. are making a very pretty exhibit of fruit plates from two different factories. One line shows all the varied kinds of fruits in natural colors on tinted backgrounds, and the other has the fruits on a white background. Both lines are special with this house and not to be found elsewhere.

Robt. Slimmon & Co. struck a good thing in the Marseilles on the "Silver" shape. The decorations in flow peacock, flow Canton and the enameled designs make it one of the handsomest dinner sets at a moderate price on the market. They will give control of this set; but it will be well to make early application to insure getting it as it is going rapidly.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
March 19, 1907.

ANTWERP

145	packages glassware.....	B Gunthel
98	"	W P Graham & Co
27	"	J M Shaw & Co
27	"	G F Bassett & Co
19	"	A Berger & Co
205	"	Miscellaneous Orders
2	chinaware	L Straus & Sons
29	"	Wm Guerin & Co
1	earthenware.....	Geo Borgfeldt & Co
94	"	G F Bassett & Co
8	"	Koscherak Bros
20	"	F W Woolworth
3	"	L Straus & Sons
4	"	Miscellaneous Orders
7	toys.....	L H Mace & Co
42	"	F W Woolworth
10	"	F A O Schwartz
10	"	Strobel & Wilken Co
28	"	Miscellaneous Orders

LIVERPOOL

4	packages earthenware.....	The Rowland & Marsellus Co
11	"	E Brote
23	"	Geo Borgfeldt & Co
31	"	Maddock & Miller
8	"	Meakin & Ridgway
10	"	J S Robertson
8	"	L Straus & Sons
17	"	Strobel & Wilken Co
6	"	Miscellaneous Orders
26	toys	Strobel & Wilken Co
6	glassware.....	"

ROTTERDAM

12	packages earthenware.....	L Straus & Sons
10	"	Bawo & Dotter
16	"	Geo Borgfeldt & Co
101	"	Miscellaneous Orders
234	glassware	Geo Borgfeldt & Co
17	toys.....	B Illfelder
197	"	Miscellaneous Orders

HAMBURG

25	packages glassware.....	Fensterer & Ruhe
58	"	L Straus & Sons
24	"	Samstag & Hilder Bros
32	"	Kmy-Scheerer Co
2	"	Julius Palme
8	"	N Wapler
25	"	Strobel & Wilken Co
219	"	Miscellaneous Orders
16	chinaware	Froeber & Vollrath
18	earthenware.....	L D Bloch & Co
199	"	Bawo & Dotter
14	"	J Palme
5	"	Chas Ahrenfeldt & Son
5	"	G F Bassett & Co
7	"	F Bing & Co
63	"	O Goetz
16	"	Hamburger & Co
1	"	M Kirschberger
11	"	L Straus & Sons
37	"	Strobel & Wilken Co
179	"	Miscellaneous Orders
118	toys.....	Geo Borgfeldt & Co
68	"	B Illfelder & Co
1	"	Hamburger & Co
51	"	Samstag & Hilder Bros
92	"	Strobel & Wilken Co
480	"	Miscellaneous Orders
6	harmonicas.....	Strobel & Wilken Co

COPENHAGEN

350	packages glassware.....	Brown Bros
376	earthenware.....	Geo Borgfeldt & Co
1	"	J H Venen

CHRISTIANA

4	packages chinaware.....	Ceramic Importing Co
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BREMEN

2	packages glassware.....	L Straus & Sons
178	"	Geo Borgfeldt & Co
21	"	A Steinhardt & Bro
16	"	Strobel & Wilken Co
217	"	Miscellaneous Orders
26	earthenware.....	L Straus & Sons
178	"	Geo Borgfeldt & Co
44	"	Karl Hutter
28	"	Strobel & Wilken Co
70	"	Miscellaneous Orders
6	toys.....	R H Macy & Co
6	"	F A O Schwartz
12	"	G W Travers
55	"	Strobel & Wilken Co
65	"	Miscellaneous Orders

LIMOGES

147	packages chinaware.....	W L Briggs
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IMPORTS AT PORT OF BOSTON.

MANCHESTER

3	packages earthenware	Downing's American Despatch
24	"	American Express Co

LIVERPOOL

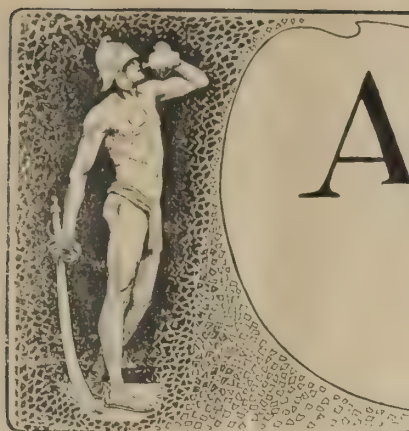
61	packages earthenware.....	Jones, McDuffee & Stratton Co
14	"	A W Chesterton
25	"	Mitchell Woodbury Co
2	"	W N Proctor & Co
11	"	American Express Co
5	"	Miscellaneous Orders

NAPLES

1	package earthenware.....	Stone & Downer
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ANTWERP

16	packages earthenware.....	Jones, McDuffee & Stratton Co
2	"	R F Downing & Co
12	"	L Wolf & Co
42	"	Geo Borgfeldt & Co
2	"	Miscellaneous Orders



AMONG THE POTTERIES

East Liverpool and Vicinity. Not for twenty-three years have the manufacturing potters along the Ohio river suffered such losses because of high water as have just been recorded. The Globe, Colonial, Harker's, National, Thompson's and Cartwright's were flooded. There were eleven feet of water in the kiln sheds of the Colonial, and at Cartwright's the water was within a few inches of the office floor. Quite an amount of bisque and green ware has been lost, but the manufacturers say that by working early and late shipments will be caught up with in a few days. For three days there were no trains through the city. The water on the Cleveland and Pittsburgh station platform was four feet deep. From Thursday noon until Saturday night not a mail was received or dispatched from the city. The West End pottery was flooded, but the warehouse and decorating departments were kept at work. These conditions prevailed in all plants above Third street. At Wellsville, while the potteries were not flooded as in East Liverpool, yet operations were suspended, and all goods on the lower floors were removed.

Joseph Davis, representing the Smith-Phillips China Co., left last week for an extended Western trip.

Among the buyers in the district during the past few days were John McClellan, of the John McClellan Co., Houston, Tex.; A. Murco and C. O. Nelson, Jr., Waco, Tex.; W. J. Rea, Shreveport, La.

A new underglaze printing process, the first of its kind, has been started by the management of the Sevres China Co. Two presses, each operated by an independent motor, have been installed.

Edward J. Owen, of the Minerva Pottery Co., who has been spending several days here, says that his plant is being operated to its capacity, and that business so far this season is in excess of that of the same time last year.

Shortage of coal was another trouble with which the manufacturers had to contend last week. The

river was too high to permit coal being sent by that route, and the railroads were out of commission.

B. C. Simms, of the Thompson Pottery Co., who has been confined to his home on account of illness, is at his desk again.

H. P. Knoblock, of the Colonial Pottery Co., says that his firm lost between \$4,000 and \$5,000 worth of ware because of the flood.

E. M. Knause, buyer for E. E. Pollock, Cleveland, O., has returned home after spending several days in the district.

Announcement is made that W. L. Gerald, of Hannibal, Mo., will cover the Middle West for the Globe Pottery Co., while the South will be looked after by G. F. Hankins, of Lexington, N. C.

The trustees of the Acme Pottery Crooksville, O. Co. announce that they will sell the plant by auction at their office on Tuesday, April 9. The pottery contains six biscuit and two decorating kilns and is equipped throughout with all modern appliances.

The success with which the Buffalo, N. Y. Pottery is meeting in introducing its line of quaint jugs shows that comparatively new-comers in an already well-worked field do well to strike out on a line for themselves. While the Buffalo people produce dinner, tea and toilet ware, and such "regulars" as any well-equipped pottery turns out, they have gone in for a number of specials. Quite the most taking of these are the jugs, and all the more so because they are virtually without competition in the "home-made" field. It will be interesting to observe how far they will compete with imported novelties of a similar nature. As they cost the dealer much less, pay him a good profit, and take with the public, they ought to make a place for themselves. And the brisk demand for them indi-

cates that they are doing so. The Buffalo Pottery has a convenient sample offer that makes it easy to get an idea of the entire line of jugs, plates and specials. A request will bring all desired information.



Geo F. Platt has been placed in charge of the general management of the General Mfg. and Supply Co's plant. Mr. Wood, who formerly assisted him in the matter of office details, has resigned. The manufacturing end of the company's business is still under the direction of W. S. McLewee.

* *

A. W. Naylor, direct representative of Thos Hulme, Hanley, Eng, accompanied by A. Pickin, American agent for that concern, was in Trenton last Saturday. Mr. Naylor sails for his home in England next Saturday aboard the Campania.

* *

A trolley car in charge of a "green" motorman jumped the tracks as it was rounding the curve at Stuyvesant avenue and Prospect street at a high rate of speed several nights ago, plunged on to the pavement, and crashed with terrific force into the Delaware pottery. The car was badly damaged, and its only passenger, a woman, was so seriously hurt as to warrant her removal to a hospital

* *

Papers of incorporation were filed a few days ago by the Trenton Gas and Electric Fixture Co, which has a capital of \$50,000. The officers are: President, Chas. S. Reichert, vice president, Chas. Geers, Philadelphia; secretary-treasurer, August Peters.

* *

The Maddock Pottery Co. has commenced work on the extension of its Lamberton plant whereby the works will be increased one-third in size. The extensions will include two new glost kilns, a new biscuit kiln, a large addition to the biscuit ware building, and new kiln sheds. When the work is completed the Lamberton works will consist of ten large kilns, there being seven at present. The extension of the biscuit ware building will extend from Third street to the canal bank. An addition to the glost ware room will extend the same distance.



Very little inconvenience was suffered here on account of the flood. While the power departments were out of commission, the decorating and shipping forces were kept employed. Employees who reside in East Liverpool were compelled to walk to their work, the traction service being abandoned.



An informal meeting of the board of directors of the American China Co. was held a few days ago at which contemplated improvements to the property were discussed. The firm has commenced the erection of the

largest bisque kiln in the Western pottery district—measuring twenty feet in diameter.



The plant of the Homer Laughlin Newell, W. Va. China Co was the only one in the Western district to be operated in all departments during the flood. Their independent power plant enabled this. Not an hour was lost.



A lighted torch in the hands of a workman at the plant of the Pennsylvania Clay Co recently ignited a bucket of oil, which exploded, setting fire to and totally destroying the plant, with a loss of between \$25,000 and \$30,000. The company will rebuild at once.



The Sebring Pottery Co. is making a change in its plant which will considerably increase its capacity. The decorating department room has been completely altered, a partition run through, and workmen are busy placing a foundation for the building of a number of new decorating kilns.

TO SETTLE IN FULL.

IT now looks as though the creditors of the defunct People's Department Store Co, Rochester, N. Y., would have their claims paid in full. E. W. Edwards & Son have made an offer of \$27,000 for the merchandise remaining in the store, and with the \$30,000 held by Trustee Connors as proceeds of the sales of store during his receivership, and the rest of the assets, it is probable that a hundred cents on the dollar will be paid. There will be mighty little left for the stockholders, however, and the reorganization scheme proposed by Henry A. Burr, of Buffalo, will probably be abandoned.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

SUCCESSORS TO

Frank Wadsworth Jenkins

25 West Broadway, New York



ROYAL CROWN DERBY

GENUINE ONLY WITH
TRADE MARK THUS



F. W. JENKINS & Co AGENTS
25 WEST BROADWAY N. Y.



Business started off this week with a rush. Buying is as heavy as ever, and the demand for the better grades of goods far exceeds that of last season. The floods held up manufacture for a few days, of course, but operations were resumed throughout all departments in a remarkably short time.

The United States Glass Co.'s eight new lines of tableware, both plain and decorated, are having a very large sale. The shapes are original and the decorations artistically applied. A number of new assortments have been added since the first of the year. Not one of the factories in the Pittsburgh district belonging to this concern was damaged by the recent flood.

Water came within five inches of the floor of the general offices of the Pittsburgh Lamp, Brass and Glass Co. The Allegheny plant was out of commission for three days. However, the company was able to start in full last Monday.

There is an exceptionally strong demand for gas lines. All grades are selling much better than last year.

The demand for cut glass is excellent—in some instances equal to the busiest part of the holiday trade.

The call for metal library lamps of the better grades continues strong.

The small country dealer is reported to be a heavier buyer in the Pittsburgh market this season than last. All the jobbers are having an excellent business.

Orders at the Pittsburgh Lamp, Brass and Glass Co. for the first three months of 1907 greatly exceed those for the same season in 1906. New samples for

the summer and holiday trade will be ready not later than April 1.



The plants of the Phoenix Glass Co. here escaped the high water, and operations have not been interrupted. The firm is working all departments to full capacity to keep up with orders.



President Addison Thompson, of the Keystone Tumbler Works, announces that the finishing room, the etching shops, cutting room and mold shops are running full and one furnace is on. Another is to be started within ten days.

A loss of about \$2,500 was sustained by the Rochester Cut Glass Co. during the flood of last week. A force of men were set to work at once and had the plant in condition to resume operations this week.



The Bryce Bros. Co. are having an excellent run on their blown and etched tumblers. Business is very good with this concern, and quite an improvement is evidenced over the same season of 1906.

BLAZE AT NEW MARTINSVILLE.

THE plant of the New Martinsville, W. Va., Glass Co. was destroyed by fire last Sunday night, causing a loss estimated at \$65,000. It is thought the fire started from an explosion caused by the soaking of unslacked lime stored at the plant. A decision to rebuild will possibly be reached within a few days. Hard work prevented the fire from destroying a number of houses in the vicinity of the factory.

BUSINESS BRIEFS.

A report from Lansing, Mich., has it that the Standard Lamp and Mfg. Co. is to locate its factory there.

An increase in the capital stock of the Arcadia Cut Glass Co., Lyons, N. Y., has been made from \$30,000 to \$50,000.

It is understood that the Leonard Crockery Co., Grand Rapids, Mich. is about to absorb the Hobart Co., Traverse City, Mich.

The Helmschmied Mfg. Co., Meriden, Conn., makers of colored art glass, has expanded its capitalization from \$30,000 to \$50,000.

W. H. Gibbs has started a new cut glass factory in Hawley, Pa. He was formerly a foreman in the Maple City Cut Glass Co.'s plant, also of Hawley.

It is announced that Becker & Wilson are soon to establish a cut glass factory in New Brunswick, N. J. Whether this move will cause the abandonment of their present factory in Mon rose, Pa., is not known

The omission of the word "retail" from the item in last week's issue concerning the sale of M. Sellers & Co.'s china and glassware stock to the Cohen-Drew Co., also of Seattle, Wash., created an erroneous impression regarding this business change. The transaction has affected only the retail and not the wholesale interests of M. Sellers & Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced office man. Desire a young man who can take care of correspondence and keep books. Prefer a man who has had experience in the manufacturing pottery business. Give experience, age, reference, and salary expected. Address POTTERY, this office.

SITUATIONS WANTED.

WANTED—Position as head clerk or buyer of a chinaware and housefurnishing department. Six years' experience. Can furnish good reference. Address J. T., this office.

TO LET.

In heart of New York crockery district, part of a store with fine show window. Possession May 1. Moderate rent. Address Box 458, this office.

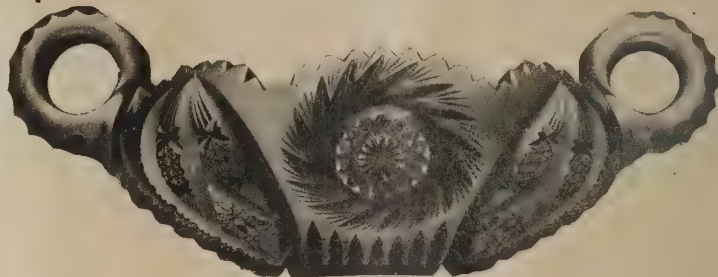
FOR SALE.

CROCKERY, china and housefurnishing business located in a city of ten thousand which is the jobbing center of a large surrounding territory. Only exclusive crockery store in the city. Established over thirty years. Staple line of up-to-date goods on hand. Live man can step into profitable business at once. Address Box 457, this office.

FRY CUT GLASS

IS THE HIGHEST IDEAL OF GLASS MAKING.

It has a brilliancy unequalled. It is the best, both in value and quality Buy it.



TRJAN

Capacity over last year is doubled.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

FOR SALE!

The Acme Pottery Company Plant,
AT CROOKSVILLE, OHIO,

will be sold at public auction Tuesday, April 9, by the Trustees of the Company at their office in Crooksville, Ohio

This plant has been built and in operation less than four years, and was originally installed at a figure close to \$100,000. It consists of six biscuit kilns and two decorating kilns, and is equipped throughout with all modern machinery and appliances. One of the special advantages is the cheap natural gas which may be had for fuel.

The plant is located just outside the corporate limits of Crooksville, which is a thriving pottery town enjoying especially cheap labor and unexcelled shipping facilities.

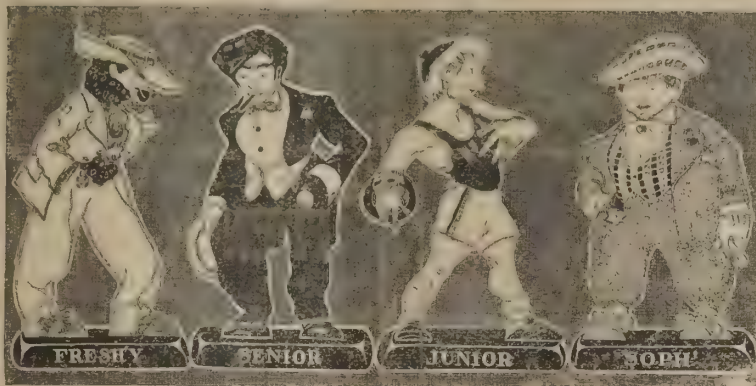
The fact that the Acme Pottery Company was hampered from its organization by a too limited working capital, and other reasons since arising, have caused the plant to be placed in the hands of the Trustees to be disposed of and its affairs closed up.

For additional information and terms, address

S. R. SOUDERS, Secretary,
CROOKSVILLE, OHIO

ART AND ORNAMENTAL CHINA FOR IMPORT.

OUR COLLEGE SERIES



DECIDEDLY ORIGINAL

Bisques, Busts, Pedestals, Jardinieres, etc.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York City.

TRADE MARK



ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all our Specialties. White and Decorated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK



ON DECORATED CHINA

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St.

Boston, 67 Chauncy St.

New York, 42 West Broadway.

Chicago, 160 State St.

SYRACUSE CHINA O P CO SYRACUSE CHINA O P CO

MODERN ART DECORATIONS



Underglaze

Colors :

- 235 Blue
236 Black
237 Brown
238 Dk Green
239 Lt Green

— FOR —

Hotel China

These Decorations are

NEW,

ORIGINAL,

EXCLUSIVE.

SYRACUSE CHINA

MOST DURABLE MADE.

Underglaze

Colors :

- 215 Blue
216 Black
217 Brown
218 Dk Green
219 Lt Green



ONONDAGA

WRITE
FOR
SAMPLES

POTTERY CO.,

SYRACUSE, N. Y.

New York Showroom, 237 Broadway,
Corner Park Place.

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early spring
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above,
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

Japanese and Chinese Porcelains

IMPORT LINE 1907.

We take great pleasure in announcing that our import line is now ready for inspection.

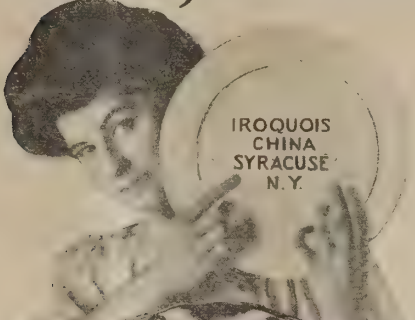
We extend a cordial invitation to buyers to call and look over one of the strongest lines of merchandise ever shown in this market.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
· Bargain Prices to Close Out Stock.

WARE *for* WEAR



Next to the beauty of

"Iroquois China"

comes its wearing quality. Although dainty and delicate it is not brittle. If chipped it does not blacken and carry an unsightly black scar. Any pieces that may be broken your dealer can always duplicate from his open stock and keep your set complete.

A beautiful AMERICAN CHINA not expensive to buy and very economical to use.

Ask your dealer to show it to you. If he does not keep it send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

I stands for IROQUOIS, the china that's advertised.

Are you handling it? Don't you believe it pays to handle a line for which there is a demand created?

If you could see the mail our magazine advertising is bringing us every day, from people who are about to buy a dinner service, you would stock up with

IROQUOIS CHINA

For all these inquiries are referred to our dealers. Why aren't you one of them? Send to-day for our catalogue, advertising helps (we are also interested in getting the china off the shelf after we sell you), price lists, etc.

IROQUOIS CHINA CO.,
Syracuse, N. Y.

Pottery at Solvay N. Y.

At our New York showrooms, 38 Murray Street, in charge of MR. CHRISTIAN J. DIERCKX, will be found a number of new things just produced, as well as a fine line of the

Bergen
Popular-Priced
Cut Glass.

The J. D. BERGEN CO.,
Meriden, Conn.

SHOWROOMS

New York:
38 Murray St.

Baltimore:
122 W. Baltimore St.

Chicago:
131 Wabash Ave.

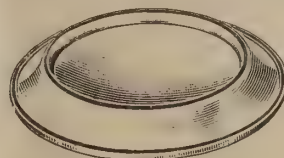
300,000 BABIES

NOW USE THE
ROYAL
BABY-PLATE

"The Rim Does It."



A Clean, Comfortable Meal.



Patented



Made in Silver and China.

THE ROYAL BABY-PLATE will not upset. Has a patent rim that forces food on spoon without child using its fingers. No use for clumsy tray on table. Saves laundry. Handy for invalids. Handsomely decorated—twelve different designs. Assorted decorations in each shipment. Teaches the baby how to eat.

Prices, China—One gross \$30, half gross \$15, quarter gross \$7.50, f. o. b. New York or East Liverpool, O.

Salesmen wanted to carry this plate as a side line. Quick seller.

ROYAL BABY-PLATE CO., 19 Burling Slip
New York

BASSETT CHINA.

The only one of the leading brands of china
that IS NOT AND WILL NOT BE
SOLD BY CATALOGUE HOUSES.

FANCY GOODS.

IMPORT 1907.

Full lines of German, Austrian and French Goods now
ready for inspection. The lines are full of the kinds
of ware that sell at a profit. If you haven't got them you
can't sell them. You are in business to make money.
Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.

Pouyat China



WHITE AND GOLD

will always find favor among people of refined taste. The old idea was a plain flat band of burnished gold—a monotonous stripe.

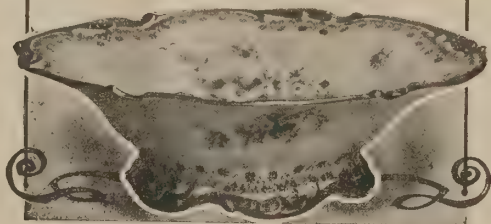
The twentieth century idea is

POUYAT CHINA

as especially modeled for white and gold effects. Borders and filets, in low relief, give decorative character and *chic* to the gold treatment of a table service. It is the correct accompaniment of luxurious napery.

PAROUTAUD & WATSON

Representing J. Pouyat
37 Murray Street. New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

WEDGWOOD JASPER,
WEDGWOOD CHINA and
WEDGWOOD QUEENSWARE,

Manufactured by Josiah Wedgwood & Sons,
Ltd., Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINÉ LIMOUSINE

PL
LIMOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China

37-39 Murray St., New York.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

Tempus fugit !

April is upon us.

The so-called "import season" of the China and Glass trade for the year 1907 is almost at an end.

Already the factory workers of Europe are deftly forming fascinating fac-similes of the sample specimens shown by the importers during the past two months.

They've a monstrous task.

Such sizable orders never before confronted them—they cannot take care of many more for fall shipment.

Have your orders gone over? No?

The B. & D. prestige and influence in Europe helps late orders to fulfillment as no other power on earth can.

Lawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



CINDERELLA 1328

OLD DUTCH 1417

ROBIN HOOD 1332

L'ART NEAUVEAU 1342

MARINE 1414

BUFFALO POTTERY JUGS

QUAINT, ATTRACTIVE, POPULAR.

COPYRIGHTED DECORATIONS AND SHAPES AMONG THEM.
THEY'LL BRIGHTEN UP YOUR STOCK AND DRAW TRADE. NO
TROUBLE GETTING THE PRICE AND YOU'LL MAKE A GOOD
PROFIT. SEND FOR PRICES AND INFORMATION

BUFFALO POTTERY, Buffalo, N.Y.

Chicago Office
J. A. WILSON,
167 DEARBORN ST.

Buffalo Office
W. H. SHARPE,
332 MAIN ST.

FOR THE PRESENT,

and until May first, when
we take possession of the premises 28 and 30
West Broadway, which we have recently
purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

NEW LINE. NEW SHAPES.
NEW CUTTINGS.

See our new Combination Footed Punch Bowls
and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

Make Yourself Acquainted

WITH THE DISPLAY OF

IMPORT SAMPLES

BY

Charles Ahrenfeldt & Son

50, 52 and 54 Murray St., New York.



THEIR LINES COMPRISE:

LIMOGES AND ALTROHLAU CHINA

from their own factories,

and

A New Line of Fancy Goods from C. G. Schierholz & Sohn, Plaue,

solely controlled by them.



NEW YORK, MARCH 28, 1907.

THE CONDITION OF BUSINESS.

The Easter lull is here. The season is **New York** not over, however, by any means.

Many large concerns are yet to be heard from. A summary shows sales so far this year to have been very satisfactory throughout all the grades. Buying began early, was animated from the start, and, while it has been tapering off for two weeks, the season has probably equalled, if not exceeded, the banner year of 1903.

Importers of German goods report sales as having exceeded those of last year. There is a slight indication that some buyers have ordered more freely than their needs warranted, fearing that, as last year, the factories would run short before the season was over. There has been no plunging, however, and buyers will no doubt be fully able to take care of all they have ordered.

Importers of French wares report a business about even with that of last year, as a whole. The large trade done in the fall rendered any great increase this spring an impossibility. Some houses have gone very much beyond last year's business. Others, which should also have exceeded 1906, attribute the lack of increase to the non-appearance so far of some of their best trade. These late comers will eventually bring the business up.

English earthenware has sold well. Most of the importers have filled their factories up with orders,

and the outlook is extremely gratifying to them. The demand for English china has not increased to the extent hoped for. The sales have been large, and in advance of last year, but the percentage of increase is not as great over 1906 as that year was over 1905.

The domestic potters have little or nothing to complain of. It is true they are selling on close margins, but prices are better than they were last year or the year before. One cause of the increased business has been the decided advancement in the matter of styles and shapes. Some of the patterns on the market this year are worthy of sincere admiration, and have not been excelled anywhere.

So far as the glass men are concerned, the season's business dates back into last year. It was rather a queer move to advance prices and then close out stock at less than the previous scale; but it must be assumed that the manufacturers knew their business and were aware of what they were doing. The volume of trade, including the December sales, has been very large, and if the manufacturers have not made money they probably know why. The quantity of goods thrown on the market was comparatively small, anyhow, and later on a more profitable business may be done.

Manufacturers of lamps for the jobbing trade have done better than last year. Prices have not

been entirely satisfactory, but the outlook in that regard is now brighter.

Notwithstanding the enormously high prices of raw materials, the housefurnishings business continues good.

Retail trade, it must be confessed, has been disappointing in New York City. The large department stores depend a good deal on special sales, and this year they struck about the worst weather ever known. The month of February was a succession of snowstorms which impeded locomotion and prevented buyers from getting to the sales. In the country the very thing that interfered with business in New York helped the suburban dealer. Plenty of snow made sleighing good, and the farmer could easily get into the nearest town.

Mail orders direct from merchants represent the principal channel through which business is at present flowing to this pottery center. Many of the salesmen are either at home now or have been during larger part of March. But the missionary work that they performed earlier in the season is showing its results now. Every plant in the city is busy. The goods in demand are varied in regard to use as well as value. Dinnerware has been moving with particular snap, but is not by any means overshadowing the popularity of other staple lines. Specialties, too, are in active request.

With the approach of spring manufacturers are preparing for an increased business. Sales managers at all of the factories announce that the new lines placed on the market the first of the year are having large sales, and duplicate orders are good. Indications are that trading will be more lively than last season; and that was a record-breaker.

Manufacturers have been busy filling back orders delayed by the flood. Very little complaint was made by the trade on this score, the letters only asking that the manufacturers do the best they could to start shipments. Business throughout the district far exceeds that of last season.

The pottery and glass manufacturers in this section have once more got down to business. The cleaning up was a tedious task, but shipments have now started out with a rush. In the meantime orders are piling up and are being cared for as fast as possible.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

A S and T Hunter, c, Utica, N Y.
The F Schultz Co, c, Cincinnati, O.
Arthur Hale, with J M High Co, c, Atlanta, Ga.
C L Patterson, with Carson, Pirie, Scott & Co, c, Chicago
Chas Hall, c, Springfield, Mass
Henry Bloom, g, Mexico City, Mex Imperial
Louis F Meyer, with Scruggs, Vandervoort & Barney
D G Co, c, St Louis
A F Ellis, hf, and Mr Rudderham, t, with Almy, Bigelow & Washburn, Salem, Mass.
F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass. Herald Square.
A H Breton, with Curran Dry Co, c, Waterbury, Conn.
Allen H Waas & Co, c, Pueblo, Col, and Albuquerque, New Mex.
Boston Store, c, Glens Falls, N Y.
Chas H Everett, c, North Vernon, Ind.
J Seth Hopkins-Mansfield Co, c, Baltimore
J E Hogan, with Denholm & McKay, hf, Worcester, Mass. Hermitage.
C H Stanton, c, Westerley, R.I.
Jos Moore, with R H White & Co, c, Boston.
W L Ledger, with Brown, Thomson & Co, hf, Hartford, Conn.
A Koilman, with England Bros, hf, Pittsfield, Mass. Herald Square.
S J Nealis, with Gamble-Desmond Co, hf, New Haven. Grand.
John G Shearer, with Burley & Co, c, Chicago.
E E Schleh, with Thompson, Gilbert Co, hf, Williamsport, Pa. Marlborough.
S Shapiro, of Shapiro Bros, c, Boston. St Denis.
H H Jacobs, of Jacobs, Whitcomb & Co, t, Boston. B'dway Central.

TO OCCUPY ALTMAN'S OLD STORE.

A NEW dry goods firm, to be known as Greenhut & Co., has been formed, which in the early fall will reopen the store at Sixth avenue and Eighteenth street, this city, formerly occupied by B. Altman & Co. The general management of the new enterprise has been entrusted to C. A. Coutant, and it is intended to open the doors on September 17 next. J. H. Greenhut, president of the Siegel-Cooper Co, is at the head of the new enterprise. The business will be substantially of the same character as that formerly carried on at this location.

GAVE 'EM A FINE WELCOME.

GLASS manufacturers seem to be pretty well thought of at Sandwich, Mass. When announcement was made a couple of weeks ago that the old Boston and Sandwich factory there had been purchased by a company headed by C. F. King, of Boston, the citizens concluded to show their appreciation in a substantial way. They appointed a committee

of one hundred to greet the new owners upon their arrival in Sandwich on Thursday evening, the 21st. The latter were escorted to a hotel and banquetted, and the citizens meanwhile burned up a quantity of fireworks. Later a demonstration took place in the Sandwich town hall.

OBITUARY.

FREDERICK SCHMUNK, aged eighty-one, died recently at his home in Pittsburgh, Pa., on the occasion of the fifty seventh anniversary of his wedding. For many years Mr. Schmunk operated a factory in Pittsburgh for the manufacture of glass, molds and factory tools. He is survived by a widow, five sons and two daughters. One of the latter is Mrs. W. A. B. Dalzell, wife of the president of the Fostoria Glass Co.

♦ ♦ ♦

William Scharff, aged fifty-six, one of the organizers of the Co-Operative Flint Glass Co., Beaver Falls, Pa., is dead. He was a heavy stockholder in the Beaver Falls Federal Title and Trust Co., and at one time was the champion oarsman of the world, gaining the title in 1895 and holding it for five years.

BUSINESS BRIEFS.

Chamberlain, Johnson & DuBois, Atlanta, Ga., are shortly to open a china department.

Miksche & Vertin's department store, Breckenridge, Minn., was recently destroyed by fire. Total loss, about \$55,000

Schipper & Block, Peoria, Ill., have arranged to have the J. E. Manix Co., 320 Church street, represent them as resident buyers in this market.

P. T. Foye, Savannah, Ga., department store, has filed a voluntary petition in bankruptcy. Liabilities, \$111,723. Assets, \$113,361. Geo. W. Owens, temporary receiver.

Fire in the Hero Glass Works, Philadelphia, last week caused \$10,000 loss. The lives of twenty-five female employees were imperilled for a time, but they managed to escape without serious injury.

Argument was heard a few days ago before the Court of Errors and Appeals at Trenton, N. J., in the suit of the International Silver Co. to restrain Wm. H. Rogers, of Plainfield, N. J., from using "William H. Rogers of Plainfield" on silverware. J. E. Bartlett, of the New York bar, appeared for the complaining company, and Craig A. Marsh represented Rogers. The argument by Mr. Bartlett was a particularly brilliant one. He traced the attitude of courts in various lands regarding the prevention of unfair competition by the use of a name or phrase like one already in

use, unless some certain distinction is made in the secondary use. The case will be considered at the general conference of the court.

Removal has been made of the headquarters of the Ira F. Jones Co., manufacturers' agents, from Detroit, Mich., to 160 State street, Chicago. At the latter address the following lines will hereafter be shown: Gill & Co., Seneca Glass Co. and Imperial Glass Co.

REMINDERS OF SAN FRANCISCO'S 'QUAKE.

FROM the ruins of the store occupied by the Nathan-Dohrmann Co. at the time of the San Francisco calamity have been dug some interesting relics, and a batch of them has just been received by M. K. Lindner, their representative in this city. Among them are half a dozen tumblers melted into a solid mass. An oil cruet is so warped that the bottom nearly touches the top. A white, semi-vitreous jug shows iridescent colors transferred from some decorated piece. A plate has all the underglaze melted off the top, while the bottom is as good as ever. A glass ink-stand and a Royal Copenhagen plate came through almost unscathed, while a bung of tumblers is melted beyond recognition. The collection is a veritable curiosity.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Mar. 9, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 9 '07	Correspond- ing period 1906
Boston	74	104	1297	1350
New York	146	78	1877	1075
Baltimore	469	326	3889	2621
Philadelphia	10	....	498	288
New Orleans	285	19	1479	720
Newport News	....	2	243	298
San Francisco	10	30	95	216
Portland (Me.)	266	22	1663	201
Galveston	118	36	278	209
Portland (Or.)	....	....	20	269
Inland Points	12	370	117	2684
Total	1390	1087	10951	9891

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Mar. 9, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 9, '07	Correspond- ing period 1906
New York	146	78	1256	1204
Boston	61	104	969	1478
Philadelphia	10	....	474	213
Baltimore	469	326	3752	2679
San Francisco	10	30	95	186
New Orleans	285	119	1327	960
Portland (Me.)	144	22	878	208
Galveston	77	36	172	190
Newport News	....	2	238	183
Portland (Or.)	....	....	20	269
Inland Points	12	370	38	3257
Total	1214	1087	9219	10822

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 28, 1907

THE BARGAIN DEPARTMENT.

ANNOUNCEMENT was recently made by a prominent Western department store that it had concluded to convert the basement of its building, formerly occupied by china and glass, into a bargain department—the china and glass lines being removed to another floor. A few other houses, notably in the East, have lately experimented along the same lines, and, so far as can be learned, the venture has in each instance proved entirely successful.

Among the several advantages claimed for the bargain department is the partial protection, at least, which it is said to afford against the loss of regular business. Under other conditions, when bargains are being displayed next to counters on which are exhibited goods that bring the usual profit-bearing prices, the latter cannot but suffer from lack of attention. The typical bargain-hunter is a most aggressive species of the feminine family, and, once cast adrift in a department featuring a bargain or two, she and her sister-shoppers are calculated to produce a situation that practically prohibits the sale of other goods offered at regular prices. These bargain-hunters not only ignore the latter class of merchandise during the period of price slashing on one line or another, but they also create so much excitement and confusion in a department that the casual shopper finds it undesirable and unwise to attempt to make purchases.

This objection is almost wholly removed in a store which contains a bargain department. It enables

the separation of not only the bargain-priced goods from those on which no cut has been made, but also keeps apart the bargain-hunters and those shoppers who visit the store with the idea of purchasing in the regular way. The discipline of the store, too, is better maintained, for it confines the invariable bargain-day confusion and excitement to one floor instead of allowing it to upset the general order of things throughout the establishment.

In fact, it seems to be a convenience for all concerned. The lady who calls to make a casual purchase is not buffeted by her more vigorous bargain-mad sisters; the latter are not required to scamper from one floor to another in order to make certain that nothing will escape their attention; and the method and system of the entire store, exclusive of the bargain department, is nicely preserved.

The bargain department seems to be one of the most worthy innovations that has yet been created in the interest of the larger retail houses in the country.

PERSONAL.

THERE has just issued from the puritanical environs of Morris Heights, Pa., near Trenton-on-the-Delaware, the information that Mr. and Mrs. A. H. Hays recently celebrated the twenty-fifth anniversary of their wedding. This fact is published principally for the information of the trade in New England, among whom the subject of Mr. Hays' age has been quite vigorously debated for some time. Down there they had about concluded that he was anywhere from twenty-five to thirty-five, until the amputation a couple of years ago of the hirsute growth that formerly nestled above his upper row of ivories. That piece of tonsorial surgery has since discouraged even whispered guesses regarding Abe's age. It may be brutal of us to disclose the fact, but duty demands the statement that a son of Mr. and Mrs. Hays is occupied as a civil engineer in Baltimore. Question: How old is Abe?



F. C. Liebbart, with the Strobel & Wilken Co., will open up his lines of samples in Chicago on the first of April.



E. D. Garrison, buyer for Sanger Bros., Dallas, Tex., has registered at the Hotel Albert, and will be there for the next three weeks.



Chas. G. Rathgen, of Ferdinand Bing & Co.'s Successors, sailed last Tuesday for Europe on the steamer Kronprinz.



James M. Uniack is making his initial trip as a representative of his brother "Ned," who manages the New York office of the Onondaga Pottery Co. His

scene of action is New England, which he invaded a few days ago. "Brother Ned," by the way, also sallies forth on Saturday for a jaunt through New England, New York State and a couple of Southern points that will keep him busy for about four weeks.



John O'Connor has been appointed resident buyer, with an office at 684 Broadway, for the newly-formed Fowler Dry Goods Co., Kansas City, Mo. The firm begins business shortly.



A. Gredelue will open a line in Pittsburgh on the first of April and then make a few weeks' tour through the West. It is his first trip through the country to show Baccarat glass.



Mrs. Cohen, who has been in charge of the china and glass department of the Rosenbaum stores, Pittsburgh, has severed her connection with that firm.



N. L. Clark returned to New Orleans on Tuesday after completing his first visit to this market as buyer for D. H. Holmes & Co. Mr. Clark was appointed to this position several weeks ago.



Paul Fueslein has gone to Chicago, where he will occupy rooms 640 to 648 Palmer House with full lines from Bawo & Dotter. He will be there until June 1st.



J. H. Venon will leave on Saturday and open up in Pittsburgh on April 1. From there he goes West for a month.



E. Sainson has been added to the traveling staff of the Ceramic Importing Co., being occupied at present in a tour of the Middle West.



Edw. C. Ledger arrived in New York on Sunday after having completed a seven weeks' expedition through the East and a portion of the West with C. Dorflinger & Sons' cut glass.



Ed. Butler sailed on Saturday on the Britannia for Europe. D. F. Richardson, with Burley & Tyrrell, Chicago, and Albert W. Naylor, with Thomas Hulme, Hanley, Eng., sailed on the same ship.



Geo. W. Brownley and Milton Walker will open at the Palmer House in Chicago April 1 for two weeks with lines of china and dolls from Hamburger & Co.



Peter O'Neill took charge of Abraham & Straus's china department, Brooklyn, on Monday. This is Mr. O'Neill's second experience as manager of this department. His former position as buyer for Snellenburg & Co., Philadelphia, has been taken by John

J. Reed, who is at present visiting European factories.



Mr. Gardner, who was formerly an assistant at The Famous, St. Louis, has become the china buyer for the May Co., same city. He succeeds Chas. L. Patterson, who is now managing Carson, Pirie, Scott & Co.'s department, Chicago.



Thos. Downs, with Robt. Slimmon & Co., is in town for a few days after a campaign through the East and Middle West that engaged his services for nearly three months.



Frank W. Moore started West on Monday with a line of Japanese goods from Wertheimer & Co.



Louis F. Meyer reached New York last Sunday to make selections for the china department that is to be installed in the handsome new store of the Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis. This building, Mr. Meyer says, will be ready for occupancy by September 1.



W. S. Creveling will occupy room 10 at the Fifth Avenue Hotel, this city, after April 8 with the Taylor, Smith & Taylor Co.'s line. His stay will be limited.



Joseph Moore, with R. H. White & Co., Boston, is in town this week. He returns to the Hub Friday night.



John G. Shearer, manager of Burley & Co.'s hotel china department, Chicago, spent a couple of days in New York this week.



Kennard L. Wedgwood, American representative of Josiah Wedgwood & Sons, Ltd., has just opened his first road tour in this country. He started out on Wednesday with New England and later the Middle West as his destination.



E. Torlotting, who represents the American interests of the St. Louis Crystal Glass Co., leaves shortly for a Western expedition that will probably keep him away from New York for two months. Soon after his return he will sail for Europe and will join his wife in Paris. Mrs. Torlotting leaves for Europe in a few days.



Miss Florence Meade McDuffee, daughter of Louis P. McDuffee, of the Jones, McDuffee & Stratten Co., Boston, and Lieut. John Dennison Nevin, U. S. M. C., of Philadelphia, met by arrangement at the Little Church Around the Corner in this city recently and were married. The Government had ordered the Lieutenant to Midway Island to command a naval station for a year. The sweethearts, rather than bear a separation on the eve of their wedding, which

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was to have taken place with all the conventionalities, decided to marry and pass their honeymoon at Midway.



Frank H. Pletcher, representative of the Roseville Pottery Co. down East, was in town for a couple of days this week on a business errand.



Wm. F. Upham is spending a couple of weeks in Boston with samples from the H. C. Fry Glass Co. and Empire Cut Glass Co.

TABLE GLASS TO GO HIGHER?

PERSISTENT rumors are in circulation to the effect that the price of tableware and tumblers is to be advanced 10 per cent on April 1. It is said that several meetings have been held to discuss the subject and that at a decisive one to occur this week the above rate will be fixed.

WHAT IS DECALCOMANIE?

TO determine how decalcomanie papers should be classified for dutiable purposes a hearing on a new case brought by the Government took place on Monday before General Appraiser Fisher. The latter's original classification held the papers to be lithographic prints, but on appeal to the Circuit Court they were declared to be in the same class with cigar labels, and dutiable as such. The Government refused to follow this decision, however, and now seeks to prove that the goods should be assessed at 45 per cent as manufactures whose chief value is metals, owing to the large amount of gold leaf and bronze powder employed. No witnesses were produced by importers who attended the hearing. They relied on the evidence submitted in the course of the previous hearings of the case in support of their position.

THE CHILD LABOR QUESTION.

PENNSYLVANIA glass manufacturing interests were largely represented at the recent hearing in Harrisburg on the three child labor bills now before the Legislature of that State. Two of the measures contain provisions that would seriously affect the industry, but the third, known as the Hapgood bill, is much more liberal in its terms. This fact was thoroughly explained by Jas S. Morrison, general manager of the Fidelity Glass Co., who, besides being a convincing talker, is particularly well qualified to speak on the child labor subject because of the fact that he was himself first connected with the industry when a mere boy, and then in a very minor position.

Among others who attended the hearing were: H W McAfee, Consolidated Lamp and Glass Co; E P Ebberts, Phoenix Glass Co; Daniel Ripley, Jr, United States Glass Co; J D Wilson, Tarentum Glass Co; J M Bryce, Bryce Bros; Harry Duncan, Duncan & Miller Co; Wm Gillinder, Gillinder & Sons

CUT GLASS "TRUST" DISCOVERED.

IT would be interesting to learn how Geo. Broadhurst, the playwright, ever came to hit upon his plot for "The Mills of the Gods," now running at the Astor Theatre, this city. The hero is pictured as a cut glass designer in an obscure Pennsylvania town, who after various ups and downs finally lands a \$30,000-a-year job in the cut glass "trust." The existence of a "trust" and the creation of a \$30,000 berth are developments in the cut glass industry that will prove highly instructive even to men who have made it a life study. They should no longer complain about the limited scope and the restricted opportunities of the business.

BURLEY & TYRRELL'S OFFICERS.

FOLLOWING are the officers of the new firm of Burley & Tyrrell, Chicago, which represents a consolidation of the corporations of Burley & Co and Burley & Tyrrell after a separation of twenty five years: President, W O Coleman; vice presidents, F P Armbruster and C M Trowbridge; secretary, C A Burley; treasurer, F O Coleman; manager hotel department, O G Winheim; manager retail department, D F Richardson.

The business was founded in 1838 by A. G. Burley under the name of A. G. Burley & Co. The firm name was changed to Burley & Tyrrell in 1852 when Mr. Burley's brother-in-law, John Tyrrell, became interested in the business. The corporation of Burley & Co. was formed in 1882 to take care of the retail and hotel supply branch.

TO STOP BRIBING BUYERS.

A GOOD deal depends upon the issue of an action brought by Samuel Sirkin against the Fourteenth Street Store, this city. Sirkin sold the department store merchandise valued at \$1,500. As an inducement for obtaining the order it is alleged that he paid the buyer a commission of five per cent. When the department store learned this it refused to pay Sirkin the purchase price of the merchandise, despite the fact that it had already accepted the goods. Sirkin immediately brought a civil action to recover the amount of the bill. If the store wins the suit, as it ex-

pects to do under the "Anti-tipping statute," an important principle of law will be established. The wholesale dealer will then be open to the possibility of losing his goods, and also liable to criminal prosecution.

LARGER QUARTERS IN BOSTON ALSO.

A LONG lease of the entire building numbered 556 to 560 Atlantic avenue, corner of Congress street and Hathaway street, Boston, Mass., has been taken by the Mitchell, Woodbury Co., importers of china and glassware, located for many years at the corner of Pearl and High streets, that city. The building is six stories in height and covers an area of 11,942 square feet. Possession will be had in May, 1909.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending March 26, 1907.

BRUNNEN	
5 packages glassware.....	L Straus & Sons
217 " "	Miscellaneous Orders
143 " chinaware.	The Julius Levy Co
121 " earthenware.....	Geo Borgfeldt & Co
47 " "	Karl Hutter
1 " "	L Straus & Sons
18 " "	Strobel & Wilken Co
39 " "	Miscellaneous Orders
22 " toys.....	Geo Borgfeldt & Co
2 " "	Hamburger & Co
24 " "	L H Mace & Co
3 " "	F A O Schwartz
35 " "	A Steinhardt & Co
188 " "	F W Woolworth
27 " "	Strobel & Wilken Co
52 " "	Miscellaneous Orders

HAMBURG	
32 packages glassware	Fensterer & Ruhe
16 " "	Kmy-Scheerer Co
91 " "	Eimer & Amend
2 " "	Julius Palme
51 " "	Samstag & Hilder Bros
21 " "	Strobel & Wilken Co
44 " "	Miscellaneous Orders
68 " chinaware.....	The Julius Levy Co
26 " earthenware.....	Geo Borgfeldt & Co
3 " "	Chas Ahrenfeldt & Son
8 " "	Bawo & Dotter
2 " "	F Bing & Co
16 " "	Hamburger & Co
3 " "	B Illfelder & Co
1 " "	M Kirschberger
24 " "	Koscherak Bros
29 " "	Knauth, Nachod & Kuhne
2 " "	J Palme
89 " "	L Straus & Sons
5 " "	E R Thieler
5 " "	J Wygand & Co
37 " "	Strobel & Wilken Co
22 " "	Miscellaneous Orders
8 " toys.....	Hamburger & Co
81 " "	B Illfelder & Co
97 " "	Strobel & Wilken Co
185 " "	Miscellaneous Orders
9 " harmonicas.....	Strobel & Wilken Co

LIMOGNES	
146 packages chinaware	W L Briggs

LIVERPOOL	
3 packages earthenware.....	The Rowland & Marsellus Co
2 " "	E Boote
6 " "	Geo Borgfeldt & Co
23 " "	G F Bassett & Co
3 " "	Bawo & Dotter
29 " "	J Davison
18 " "	Meakin & Ridgway
3 " "	Maddock & Miller
15 " "	R Slimmon & Co
2 " "	J Wygand & Co
92 " "	The Julius Levy Co
25 " "	Miscellaneous Orders
1 " glassware.....	Meakin & Ridgway
110 " "	Miscellaneous Orders
9 " chinaware	Bawo & Dotter
73 " "	C Ahrenfeldt & Son
27 " "	L D Bloch & Co
9 " "	Ceramic Importing Co
58 " "	Endemaun & Churchill
109 " "	Haviland & Co
28 " "	Miscellaneous Orders
14 " trys	Strobel & Wilken Co

COPENHAGEN	
29 packages glassware	Fensterer & Ruhe
292 " toys	Geo Borgfeldt & Co

HAVRE	
396 packages chinaware.....	Haviland & Co
2 " "	Hamburger & Co
33 " "	Vogt & Dose
160 " "	Miscellaneous Orders

ANTWERP	
2 packages glassware.....	B Gunthel
49 " chinaware.....	Wm Guerin & Co
1 " earthenware	Geo Borgfeldt & Co
6 " "	Hamburger & Co
8 " "	Strobel & Wilken Co
168 " "	Miscellaneous Orders
24 " toys.....	B Illfelder
15 " "	Strobel & Wilken Co
171 " "	Miscellaneous Orders

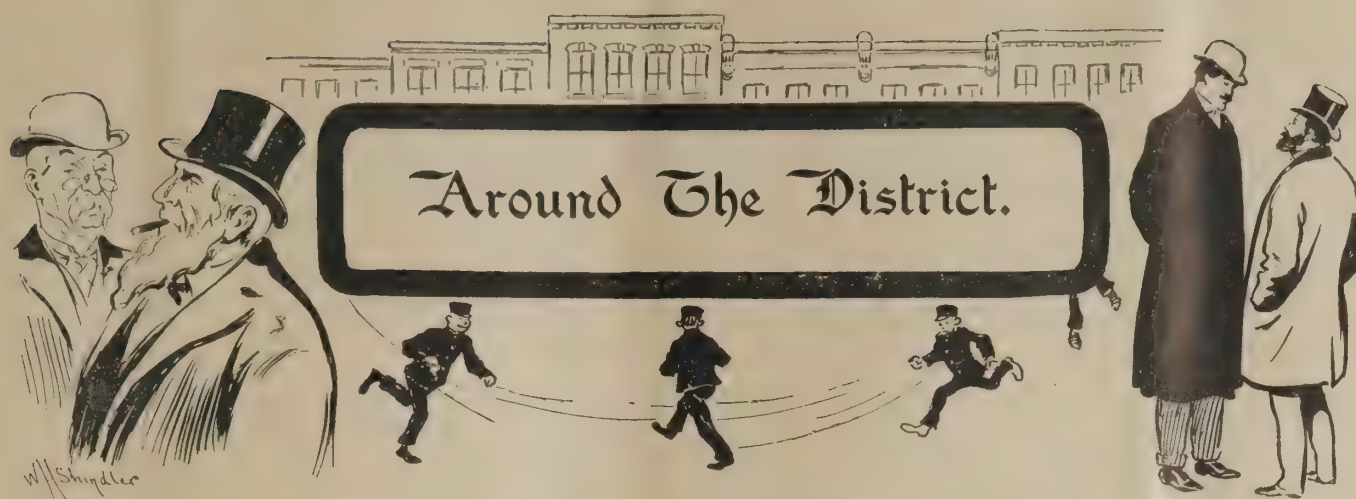
IMPORTS AT PORT OF BOSTON.

HAMBURG	
65 packages earthenware.....	Jones, McDuffee & Stratton Co
57 " "	C J Pierce & Co
14 " "	Martin Copeland & Co
57 " "	American Express Co
25 " "	Simon Bache & Co
27 " "	B D Webber
12 " "	W N Proctor & Co
51 " "	R F Downing & Co
3 " "	Jordan Marsh Co
196 " "	First National Bank
78 " "	Oceanic Transport Co
30 " "	L Wolf & Co
9 " "	L E Knett Apparatus Co
1 " "	Bigelow, Kennard & Co
1 " "	B Stefelder & Co
4 " "	Houghton & Dutton
25 " "	Geo Borgfeldt & Co
52 " "	Miscellaneous Orders

ANTWERP	
52 packages earthenware.....	Jones, McDuffee & Stratton Co
4 " "	R F Downing & Co
73 " "	Geo Borgfeldt & Co

COPENHAGEN	
116 packages earthenware	C J Pierce & Co
27 " "	Miscellaneous Orders

LIVERPOOL	
6 packages earthenware.....	Jones, McDuffee & Stratton Co
15 " "	Miscellaneous Orders



AS was expected, comparatively few visitors made their appearance in the District this week, and the warerooms presented a rather deserted appearance when compared with the activity that prevailed a little while ago. Every year the week preceding Easter shows the same lassitude, and the salesmen rather welcome the let-up, as they usually lead a strenuous life during the previous two months.

Chas. Ahrenfeldt & Son show an amazing variety in their French lines. The vast range of chromo patterns, hand-painted work and gold incrustations afford dealers opportunities in quality and price which it would seem impossible for them to ignore. The designs are all original and distinctive. The success attending the patterns brought out last year argues well for the new ones. Dealers who bought stock from them last season had few hold-overs.

Among the many attractive patterns in open stock dinnerware shown by Geo. F. Bassett & Co. the Haarlem flow blue is one of the most successful. It is on the order, but not a copy, of the famous Onion pattern. The ware is good, the design well engraved, and the color just about the right shade. Another, the Ventuor, is in green, traced with gold. The two together will set off any dealer's counter.

Terra-cotta trays, desirable for either pipes or ashes, are shown in three humorous designs at Bawo & Dotter's. They are eight inches long, decorated in a variety of colors, and are finished with care. These trays are much in demand as prizes at card parties. They are shipped in packages containing half-dozen lots, and the manner of packing is such as to practically render breakage impossible.

Froeber & Vollbrach, who recently started at 50 Warren street, have their lines in order now and are ready to see buyers. They show fancy goods in German and Austrian china—plates, cups and saucers,

bisque figures, vases, salad bowls, etc.—and have a large line of Bohemian glass

Quaintness and daintiness are pleasantly blended in the decorations which clothe the "Old Norway" fancy pieces at the Ceramic Importing Co.'s headquarters. The individuality of the Norwegian designers and colorists stands out in every item. The same Old World distinctiveness is true of the shapes. Like the decorations, they are different from other ceramic productions, without being too greatly at variance with the present-day conception of grace and beauty in things inanimate. The teapots and claret jugs are particularly dissimilar to the average pot and jug in coloring as well as form. Then there are some very pleasing creations in bread and butter plates, service plates, cups and saucers, Jumbo coffees, etc.

A. G. Menzies, 32 Park Place, has added the line of the Standard Cut Glass Co., Corning, N. Y., to his exhibit.

Jas. S. Robertson has just received several new patterns from Furnivals. Like all the designs turned out by this firm, they are clean, well cut and attractive. Several new toilet sets have also been added to Mr. Robertson's lines, which are now more complete than ever in his history.

There's a strong suggestion of the Swedish ceramist's artistic ideals in the new decorative series from the Onondaga Pottery Co. These designs are generalized under the head of "Modern Art," but the name conveys little idea of their unique and exceedingly attractive character. They are presented in every conceivable underglaze color on dinnerware as well as hotel goods. The scroll designs in this "Modern Art" assortment are especially rich; but there are other even more odd creations that are calculated to prove quite as popular. These decorations constitute an important adjunct of the Onondaga's permanent

display at 237 Broadway, corner of Park Place, of which Edw. M. Uniack is in charge.

An exact reproduction of the dinner service produced a couple of years ago for King Alfonso, of Spain, is included in the array at Endemann & Churchill's. The treatment in gold and white is exquisite in its simplicity. While intended originally for the embellishment of dinnerware, the design is also applied to fancy pieces. Another fetching pattern introduced this year is typically Russian in character, but the coloring is not so strong and pronounced as many of the creations from that country. It is modified to more fully conform with the preference for daintiness that characterizes the purchasers of French china. A suggestion of the Persian style of art is represented in another exceedingly pretty border design, which has green as its dominating tone. Quite different from these is a tiny rose border applied somewhat like the Dresden patterns. The rose is in gold and red, and has scarcely distinguishable green petals projecting from either side of the stem. Acid gold decorations and relief gold effects are also worthy of observation. Besides these are shown an assortment of moderate priced dinner sets that it will pay to see.

None of the 1907 creations by the Riverside Glass Co has proven proportionately more popular than the imitation cut pattern, which is presented in plain crystal, gold decorated and also in ruby, gold and crystal. The water, berry and four-piece sets, the latter of which includes a sugar, creamer, spooner and covered butter, have been found especially desirable. There is another pretty line styled the Rubi-gold, which, as the name implies, contains a ruby tinting and gold knobs and edges. The Malino ware, which has an etched design on the bottom and sides, with poppies, roses and cherries as subjects, is also a favorite. The Malino assortment contains twenty four pieces for the table. A small castor, known as the Percille, is likewise meeting with uncommon favor. The stand is nickel-plated and accommodates three cut bottles for salt, red and black pepper.

The "Gadroon" dinnerware pattern shown by Robt. Slimmon & Co is one of the richest English earthenware sets on the market. It is enameled in two shades of green, with heavy gold lines. While a comparatively high priced set, it is so attractive that it sells rapidly. Dealers who can handle high-grade goods will do well to take this on. If it is out of their reach, Messrs Slimmon & Co. have a large variety of lower priced goods.

Specimens of the "Radura" vases, jardinières, pedestals and umbrella stands from the A. Radford Pottery Co. have just reached W. H. Dunn & Co.'s showroom. The vase collection embraces thirty dis-

tinct shapes, nearly all of which are fashioned in conformity with old Egyptian styles. The jardinières are presented in seven different sizes. As heretofore told, the "Radura" is garbed in a delightful shade of matt green. The color is a particularly pleasing one, and, when coupled with the splendid potting and exquisite shapes that distinguish the line, there is every reason to believe that it will prove an immediate favorite.

Rock crystal designs on decanters, oils and water bottles are among the more praiseworthy of the new features of the St. Louis Crystal Glass Co's line. These patterns are imparted to shapes that are also new and quite different from previous efforts by this concern. The rock crystal and gold decorations on stemware in the same exhibit are equally deserving of mention.

An imposing variety of designs beautifies the china service plates and teas from Josiah Wedgwood & Sons, Ltd, exhibited at 25 West Broadway under the direction of Kennard L. Wedgwood. There is a particularly wide diversity to the manner in which the encrusted gold patterns are applied. This variation in design is also true of the jewel decorations. Throughout the entire Wedgwood line, in fact, the decorative standard is not only high, but of a character refreshingly original.

PARIS is always spoken of in connection with fashion.

PRESCUT sets the pace in pressed glassware.

Our patterns and shapes are always up to date. Look for the trade-mark "Prescut" in the glass. Do not forget that we make, in addition to the "Prescut," a full line of Bar Glassware, light Pressed Stemware, one-piece Pressed Lamps, Blown Lamps, plain and decorated, and General Tableware.

We issue a catalogue of Soda Fountain Glassware. Write for one.

Branch offices in all large cities.

McKee-Jeannette Glass Works,

JEANNETTE, PA.



So far this year orders are in excess of the same period last year. Collections are also reported to be far better than in 1906. There is every indication that the coming spring trade will be one of record.

Although staples were ordered in large quantities from the manufacturers before the new lists became operative, new business is being booked in a manner that indicates a heavy consumption of goods.

Charles E. Israel, with offices in the Bessemer building, is representing the Quaker City Cut Glass Co. and also the Rochester Tumbler Co.

The new catalogue of the United States Glass Co. is being arranged by John Derrick, of the commercial department, and will be ready about May 1. It will contain 200 pages, over 20,000 articles being represented. They have recently added several new lines of lead blown stemware. The new footed comport in their cut line is a handsome piece of work.

The country buyer is coming into the market, and his presence is being felt by the manufacturer, jobber and manufacturers' agent alike. A better grade of goods is being demanded all along the line.

There has been a strong demand for staples during the past fortnight.

Manufacturers are hard at work on their fall designs, and will be ready to show them to the trade shortly. Some very fine effects are being prepared.

An examination of the Bryce-Higbee glass plant at Homestead, which was first thought to have suffered little from the flood, showed such damage that the plant will have to be rebuilt if it is ever operated again. The management is now considering the matter of removing the plant from Homestead to some point out of the flood district. Every pot in the plant was broken.

Orders for the several lines put out by the McKee-Jeannette factory are heavier than last year. The "Prescut" has been liberally ordered by the trade this season.

The Beaver Falls Co-Operative Flint Glass Co. are experiencing a good season. All their lines are selling well. C. W. Klein, secretary-treasurer of the company, has returned from a brief business trip to the Pittsburgh district.

William Crowl, formerly in charge of decorating departments of glass factories in the Martin's Ferry district, has assumed the management of the decorating department at the Mound Valley Glass Co., Mound Valley, Kansas.

The glass manufacturers of this district are being favored with an excellent run of orders. The specialty lines are proving good sellers, and the factories are very active with this sort of business.

Because of the discharge of two finishing boys at the Acme chimney works all of their fellow finishers quit recently, and seven hundred hands are out of work. Another strike, because well water was not furnished instead of river water, had just been settled.

Business at the Ohio Flint Glass Co. continues brisk. This concern has not had a dull day since the first of the year. The "Chippendale" line put out the first of the season has been a great success.

The Hocking Glass Co. are enjoying a remarkably busy season. They are making a line of novelties which take well with the trade.

SPECIAL NOTICES.

HELP WANTED.

WANTED—Experienced office man. Desire a young man who can take care of correspondence and keep books. Prefer a man who has had experience in the manufacturing pottery business. Give experience, age, reference, and salary expected. Address **POTTERY**, this office.

WANTED—GENTLEMAN OF HIGH EXECUTIVE ABILITY, ENTERPRISING, ABLE SALESMAN, ACQUAINTED WITH GLASS MANUFACTURING AND DECORATING TRADE. REFERENCES REQUIRED. GOOD SALARY AND COMMISSION TO THE RIGHT MAN. ADDRESS BOX 460, THIS OFFICE.

SITUATIONS WANTED.

ATTENTION, manufacturers of cut glass, bent glass shades, blown glassware, gas and electric portables, dinner, tea and toilet ware. A young man who has been a buyer for the past fifteen years and knows the New York trade from A to Z would like to hear from manufacturers not represented in New York who would like to be. Experience and hustling ability of the party can be vouched for. Address **X Y Z**, this office.

WANTED—Position as manager of decorating department in a good, reliable glass works. Understand glass decorating in all its branches, also deep and white etching. Best of references furnished. Address **Box 459**, this office.

TO LET.

In heart of New York crockery district, part of a store with fine show window. Possession May 1. Moderate rent. Address **Box 458**, this office.

TRUSTEE'S SALE OF VALUABLE POTTERY

OF

THE FORD CHINA COMPANY.

THE undersigned Trustee, by virtue of a decree of the Court of Common Pleas of Armstrong County, Pennsylvania, made at No. 40 March Term, 1907, will expose for sale at public auction at the Court House in the Borough of Kittanning, Armstrong County, Pennsylvania, on Tuesday, the 16th day of April, 1907, at 3 o'clock p.m., the plant and property of the Ford China Company, consisting of a tract of land containing about nine and twenty-seven hundredths (9.27) acres, situated in Ford City, Armstrong County, Pennsylvania, upon which is erected a one- and two-story brick, frame and iron pottery building, about 660 feet long and 310 feet wide; 17 bisque and glost kilns, 12 decorating kilns, 1 fret kiln, 1 continuous decorating kiln, machines and machinery of every description and parts and extra parts thereof, engines, boilers pumps, heaters, stacks and connections, shafting, belting, pulleys, hangers and gearing, moulders' moulds, blocks, cases, models, saggers, braces, scales, and all other millwright work tools, implements, apparatus, utensils, and fixtures of every kind, used upon, in, or about the same in connection with the business of the said Ford China Company.

Terms of Sale: Five thousand dollars cash at time of sale; balance in cash as the Court may direct; sale subject to approval of the Court.

For further information apply to Trustee, or its attorneys, John H. Painter, Kittanning, Pa., and Chantler & McClung, 1116 Park Building, Pittsburgh, Pa. Premises open for inspection,

FIDELITY TITLE AND TRUST COMPANY,

TRUSTEE,

341-343 Fourth Avenue, Pittsburgh, Pa.

Buy Cut Glass Right.

IT SELLS WHEN FRY MAKES IT.

Value and quality combined.

Radiantly Brilliant.

The highest ideal of glass-making.

YOU'RE NEXT.



4729-8½. Venetian.

CAPACITY OVER LAST YEAR IS DOUBLED.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

FOR SALE!

The Acme Pottery Company Plant,

AT CROOKSVILLE, OHIO,

will be sold at public auction Tuesday, April 9, by the Trustees of the Company at their office in Crooksville, Ohio

This plant has been built and in operation less than four years, and was originally installed at a figure close to \$100,000. It consists of six biscuit kilns and two decorating kilns, and is equipped throughout with all modern machinery and appliances. One of the special advantages is the cheap natural gas which may be had for fuel.

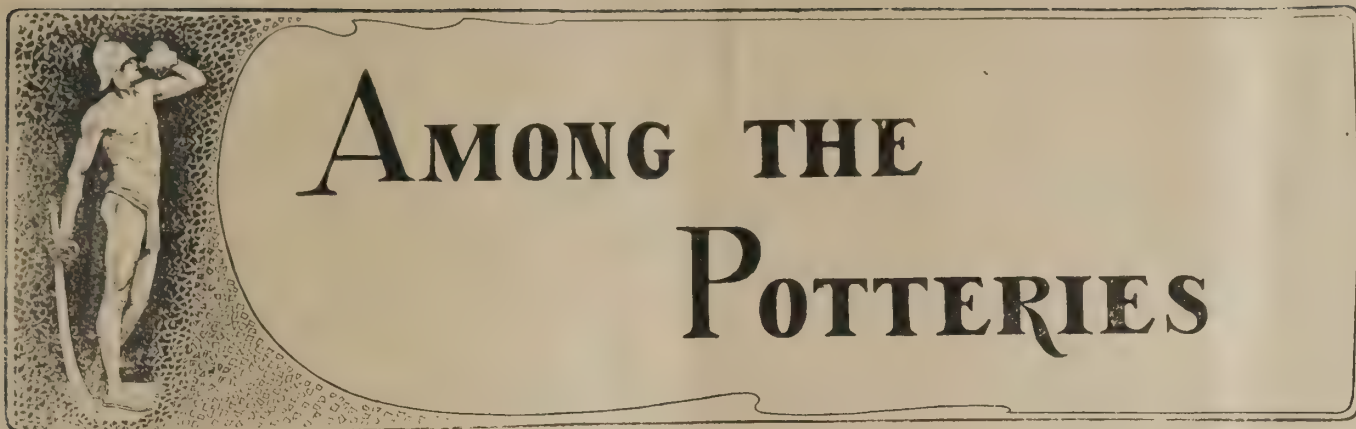
The plant is located just outside the corporate limits of Crooksville, which is a thriving pottery town enjoying especially cheap labor and unexcelled shipping facilities.

The fact that the Acme Pottery Company was hampered from its organization by a too limited working capital, and other reasons since arising, have caused the plant to be placed in the hands of the Trustees to be disposed of and its affairs closed up.

For additional information and terms, address

S. R. SOUDERS, Secretary,

CROOKSVILLE, OHIO



As soon as the weather settles, Fred A. Trenton. Duggan proposes to begin the rebuilding of the Imperial Porcelain Co's factory, which was destroyed by fire on Feb. 3 last. The Imperial now occupies the plant formerly used by the Excelsior Pottery Co., and when the new factory is erected the company will occupy both buildings. The structure to replace that which was burned is to cost something over \$25,000.

The newly-organized Trenton Gas and Electric Fixture Mfg. Co. has opened a factory at 334 South Broad street, where about one hundred operatives are employed. Later, showrooms are to be established in New York and Philadelphia as well as this city.

W. Grant Cook, with the Trenton Potteries Co., started for the West last Sunday night for his usual tour of four weeks.

The construction of a three-story brick warehouse and four eighteen-foot kilns is nearly completed at the plant of the Monument Pottery Co.

Thoroughly incensed at an editorial article from the pen of H. B. Reiley, which appeared in Monday's *True American*, Chas. A. May, of the Maddock Pottery Co., met the writer later in the day on the street and promptly handed him a swing on the jaw. The editor, recovering from his grogginess, retreated in wild disorder to his sanctum near by. A couple of hours later Mr. May was held for the Grand Jury on a charge of assault preferred by the disfigured editor. Mr. May, who was harshly criticised in the editorial because of his connection with the local water board as its president, said that he did not desire to sue Mr. Reiley for libel because such a proceeding would make it necessary for him to bring an action against the *True American*, and thereby involve the widow of its late proprietor and editor. In order to save the lady this embarrassment and annoyance he determined upon the more strenuous method.

Fred M. McCoy has resigned from the traveling corps of the Cook Pottery Co. in order to engage in another business. He represented the local concern in the West.

The Warwick China Co. continue to do business in spite of their recent loss by fire. They have just taken out a building permit to erect a temporary shop in order to care for their trade. They have large stocks of white goods on hand, as well as decorated Ioga novelties, and can ship these promptly. Meanwhile they are replenishing their stock of decalcomanies as rapidly as possible.

Business with the Wheeling Potteries Co. is as brisk as ever. The decorated lines of this concern are meeting with especial favor this season.

All traces of the recent flood have vanished, and the potteries are in full swing. Sales of the higher grades of dinnerware have been large during the past week, and everything points to a continuance of the demand. All the manufacturers say their traveling salesmen are having unusual success this season.

Already a number of inquiries have been received about holiday designs and novelties. The specialty business in the Western district this year promises be the heaviest ever experienced.

E. E. Wilgus, representing the Knowles, Taylor & Knowles Co. in New York and the New England States, paid a brief visit to the home offices during the past week.

The small dealer is also doing a good business this year, judging by the orders sent in. This class of trade is growing at a remarkable rate in this territory.

George Buxton, of the Potters' Co-Operative Co., returned to the city for a few days, and then left for an extended jaunt through the Western New York territory.

Announcement has been made here that the stoneware manufacturers throughout the Western district are contemplating an increase in their selling

lists. It is said that some plants were operated at an actual loss last season. * *

Jobbers are placing heavier orders with local plants than for years past * *

The amount of business being received from the South this year, and especially from Texas, is surprising. There is not an order file in the city but what contains a large amount of business for this section of the country. ✕

Because of the flood the United Wellsville, O. States Pottery Co. was only able to operate its plant on half time last week. A full force was at work this week, however General Manager S. M. Ferguson, Sr., announces that within a day or so all belated shipments will have been caught up with. * *

David Zukerman, of Zukerman & Leiberman, New York, was here placing orders during the week. Others in the Wellsville territory leaving business were Messrs. Swartz and Bergman, also of New York. * *

It required but a day or so to clean up the Smith-McNicol pottery after the waters had receded, and active operations were immediately resumed. ✕

Frank M. Raymund, trustee of the Columbus, O. estate of Columbus Pottery Co., has made and filed his first account, showing \$18,565.66 due the estate. The account will be passed upon by Frederick N. Sinks, Referee in Bankruptcy, who will then declare and direct the payment of the final dividend among the creditors of the bankrupt company. * *

The American Mutual Pottery Co., recently incorporated with a capital stock \$100,000, has been or-

ganized temporarily by these officers: president, D. J. Clahane; vice-president, James M. Schooler; secretary and treasurer, C. D. Lewis. The new company will take over the title of the property from James M. Loren, who purchased the Chaseland pottery at receiver's sale. Work of rebuilding the factory will commence at once. ✕

The stoneware potteries in New Brighton, Pa. this district are having a very successful season. The Sherwood Brothers Co. have operated their plant to its capacity since the first of the year, and orders are still plentiful. * *

The W. H. Elverson Pottery has closed a very successful season. The kind of goods made here have a heavier sale in the spring than at any other time during the year. ✕

Business at the Mayer Pottery Beaver Falls, Pa. Co. is heavier than for several seasons, and the pottery is being operated to its capacity. Although the flood in the Beaver River was the highest in its history, the plant escaped damage. Ernest Mayer is arranging for a trip through Europe April 16. ✕

A successful business is being New Castle, Pa. carried on by the Shenango Pottery Co. This concern caters especially to the hotel trade, for which it manufactures an extensive line of goods.

A. GREDELUE, BACCARAT Glassware,

43 to 51 West Fourth St., New York.

Cor. Washington Square

BRYCE BROS. CO., MOUNT PLEASANT, PENN

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc.

Needle Etched, Cut, Sand Blast, Enameled, etc.

New York Office, 25 West Broadway, Room 43. J. D. Dithridge. Western Salesmen: W. H. Duval, Gerard S. Bryce



Will Take Import Orders UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

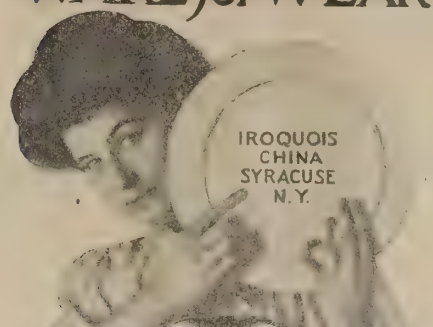
Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

WARE for WEAR



Next to the beauty of

"Iroquois China"

comes its wearing quality. Although dainty and delicate it is not brittle. If chipped it does not blacken and carry an unsightly black scar. Any pieces that may be broken your dealer can always duplicate from his open stock and keep your set complete.

A beautiful AMERICAN CHINA not expensive to buy and very economical to use.

Ask your dealer to show it to you. If he does not keep it send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.

I stands for IROQUOIS, the china that's advertised

Are you handling it? Don't you believe it pays to handle a line for which there is a demand created?

If you could see the mail our magazine advertising is bringing us every day, from people who are about to buy a dinner service, you would stock up with

IROQUOIS CHINA

For all these inquiries are referred to our dealers. Why aren't you one of them? Send to-day for our catalogue, advertising helps (we are also interested in getting the china off the shelf after we sell you), price lists, etc.

IROQUOIS CHINA CO.,
Syracuse, N. Y.

Pottery at Solvay N. Y.

PARIS is always spoken of in connection with fashion.

PRESCUT is the pace in pressed glassware.

Our patterns and shapes are always up to date. Look for the trade-mark "Prescut" in the glass. Do not forget that we make, in addition to the "Prescut," a full line of Bar Glassware, light Pressed Stemware, one-piece Pressed Lamps, Blown Lamps, plain and decorated, and General Tableware.

We issue a catalogue of Soda Fountain Glassware. Write for one.

Branch offices in all large cities.

McKee-Jeannette Glass Works,
JEANNETTE, PA.



AIM FOR THE
THING YOU WANT.

A post card to us
can be your arrow.

HUNTINGTON CHINA CO., Huntington, W. Va.

"Producers of Porcelaine for Particular People."

BURNT WOOD ART WARE.

BASSETT CHINA.

The only one of the leading brands of china
that IS NOT AND WILL NOT BE
SOLD BY CATALOGUE HOUSES.

FANCY GOODS.

IMPORT 1907.

Full lines of German, Austrian and French Goods now
ready for inspection. The lines are full of the kinds
of ware that sell at a profit. If you haven't got them you
can't sell them. You are in business to make money.
Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.

Pouyat China



THE FINISHING TOUCH

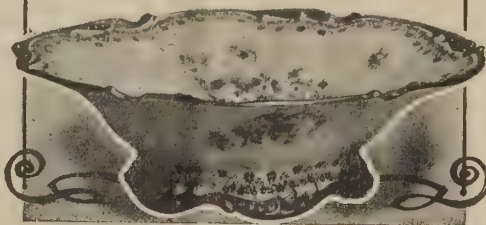
is that indefinable finality of artistic effort which gives

POUYAT CHINA

its enduring claim to supremacy. Every passing season witnesses a steady increase in the American demand for the best that the Pouyat factory produces.

We are, keenly alive to the importance of this demand, and we respond to it with due appreciation.

PAROUTAUD & WATSON
Representing J. Pouyat
37 Murray Street, New York



KENNARD L. WEDGWOOD,

Room 23,

25 West Broadway, New York.

WEDGWOOD JASPER,
WEDGWOOD CHINA and
WEDGWOOD QUEENSWARE,

Manufactured by Josiah Wedgwood & Sons,
Ltd., Etruria, England. Established 1760.

NEW NAME.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly
M. REDON.
LIMOGES: Faubourg des Casseaux



NEW SHAPES.

HAVE you seen our new Juliette shape? It is something out of the ordinary, and a seller. Dealers tell us it is the best shape on the market.

NEW DECORATIONS.

OUR new decorations are so much finer and so different from any we have previously made, that those who have seen them say they seem to be the product of another factory.

ALFRED G. MOMENT, Agent,

46 West Broadway, New York.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

37-39 Murray St., New York.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

Tempus fugit!

April is upon us.

The so-called "import season" of the China and Glass trade for the year 1907 is almost at an end.

Already the factory workers of Europe are deftly forming fascinating fac-similes of the sample specimens shown by the importers during the past two months.

They've a monstrous task.

Such sizable orders never before confronted them—they cannot take care of many more for fall shipment.

Have your orders gone over? No?

The B. & D. prestige and influence in Europe helps late orders to fulfillment as no other power on earth can.

Dawson & Dotter.

26, 28, 30, 32 and 34 Barclay St.,

New York.



BANGOR



CLEORA



GERANIUM



JAPAN

BUFFALO POTTERY RAIL PLATES

HANDSOME EFFECTS IN HAND-TINTED, UNDERGLAZE COLORS. PLATES ARE 10 1/4 IN. IN DIAMETER. THEY ARE GOOD SELLERS AND THE PROFIT MAKES THEM WORTH HANDLING. WRITE FOR PRICES AND INFORMATION.

BUFFALO POTTERY, Buffalo, N.Y.

Chicago Office
J. A. WILSON
167 Dearborn St.

Buffalo Office
A. H. SHARPE
352 Main St.

FOR THE PRESENT,

and until May first, when we take possession of the premises 28 and 30 West Broadway, which we have recently purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

**NEW LINE. NEW SHAPES.
NEW CUTTINGS.**

See our new Combination Footed Punch Bowls and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

*Libbey*

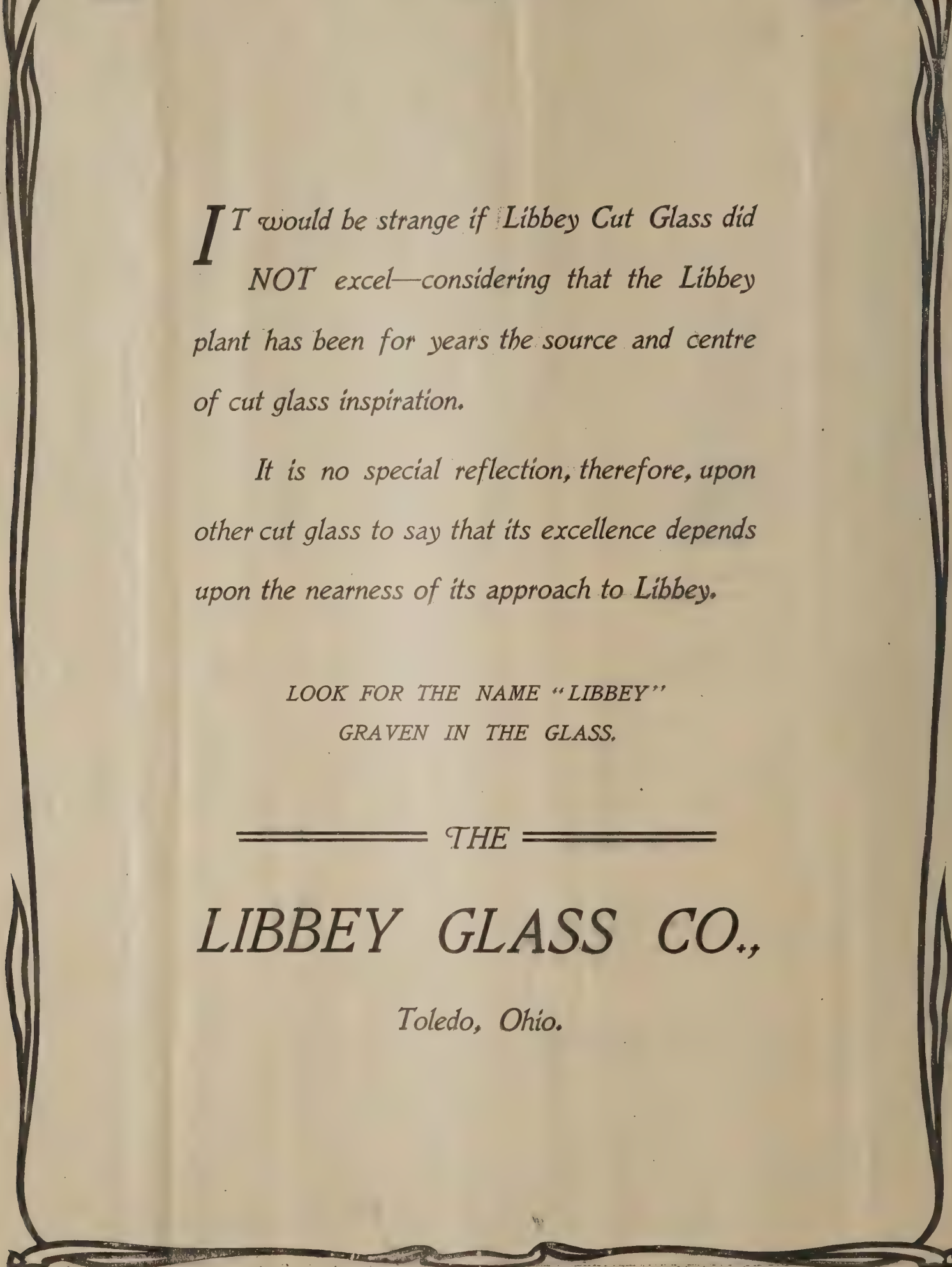
*I*T would be strange if Libbey Cut Glass did
NOT excel—considering that the Libbey
plant has been for years the source and centre
of cut glass inspiration.

*It is no special reflection, therefore, upon
other cut glass to say that its excellence depends
upon the nearness of its approach to Libbey.*

LOOK FOR THE NAME "LIBBEY"
GRAVEN IN THE GLASS.

===== THE =====
LIBBEY GLASS CO.,

Toledo, Ohio.





NEW YORK, APRIL 4, 1907.

THE CONDITION OF BUSINESS.

Trade as a whole is good. The unexpected advent of buyers in this market last week helped swell the volume of business, and the men on the road are doing all that can be expected. Reports from every section are encouraging, the South doing particularly well. The buying is not confined to any one class of goods, either. Everything seems to be in demand

Good as business is, it would undoubtedly be better if people were able to get the goods promptly. The delays in transportation are exasperating. The railroads are overcrowded, and are lacking in cars. The late floods added to the congestion of freights, and no shipper can promise with any certainty of delivery. With the opening of navigation on the canals and lakes some relief will be afforded; but the present condition calls for the exercise of patience. Buyers should remember this when ordering, and allow for delay in transportation.

The prospects for spring retail trade are excellent in New York City. The large dry goods establishments unite in saying that it is many years since so great a business was done in the week preceding Easter. This indicates that consumers have money to spend, and in time they will part with some of it for the benefit of the crockery and glass men.

Indications point to a larger exodus this year to country and seaside resorts than ever—which is furth-

er evidence of prosperity—and, naturally, these country houses must be supplied with crockery, glass and housefurnishings.

During the late Wall street flurry there were timid hearts who thought that the good times were coming to an end. But the trouble was wholly confined to the manipulators in and around the Stock Exchange, and the commercial world has given little or no attention to it. With good crops, which seem assured for this year, and with labor well employed, there is little to fear from stock operators.

In view of the general prosperity which still obtains, there is no reason why the manufacturer and dealer in the commodities we represent should not have a great business this year.

A healthy condition exists throughout all this section. At Bellaire, Wheeling and Vicinity. Bridgeport, Wellsburg, Moundsville and Follansbee good business is announced. Both manufacturers and workmen are pleased with conditions.

Nothing new can be said regarding the Trenton. present state of trade here. The situation is identical with the conditions that have existed during the past couple of months. No noticeable falling-off in business attended the open-

ing of April, and at this writing it looks as if the month would yield considerably larger returns than the April of 1906. The mail-order returns are still heavy and the men on the road continue to send in orders of encouraging volume and quality.

Pittsburgh and Vicinity. Books balanced during the week for the first quarter of 1907 show a remarkable increase in business over that of 1906. The sales of one factory are said to have shown an increase of over \$30,000 for the quarter. The period has been a record-breaker in all lines, and the second quarter is expected to keep up the pace.

East Liverpool and Vicinity. There has been no let up in the reception of new business during the past week. Order files are crowded, and business is coming from all parts of the country. Collections are reported to be very good. There is not an idle department at any of the potteries in the Western district. Road salesmen are meeting with success. Jobbers are starting to send in re-orders.

Zanesville and Vicinity. Throughout the Muskingum Valley all the potteries are being worked to the limit. Manufacturers all report a better selling season this quarter than was experienced at the same time a year ago.

A NEW TABLEWARE FACTORY.

WORK has commenced on the erection of a tableware factory, with a three 12-pot furnace capacity, for the John B. Higbee Glass Co. in Bridgeville, Pa. It will probably be ready for operation by the middle of August. O. J. W. Higbee, son of the late John B. Higbee, of Bryce, Higbee & Co., is at the head of this enterprise. Bridgeville, the location of the factory, is about thirteen miles from Pittsburgh.

AT PITTSBURGH.

AMONG the representatives of Eastern importing houses which have had their goods on display at the Colonial and Annex hotels in Pittsburgh during the past week were Mr. Ebeling, of Ebeling & Reuss and Mr. Jahn, of Herring & Jahn, Philadelphia; C. S. Ellis, with the George H. Bowman Co, New York and Cleveland; J. J. Hines, with Blakeman & Henderson; Alfred G. Moment, representing M Redon; William M. Taylor, with W. S. Pitcairn, of New York.

A. Herr, assisted by H. Schierloh, representing

Bawo & Dotter, of New York, have reserved rooms 200-2-4 at the Hotel Anderson until May 10. The full line of this house is artistically displayed, and has created favorable comment among the buyers throughout the district.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1907, compared with the same month in the preceding year, are as follows:

	1906	1907
Great Britain.....	\$274,035	\$314,001
Austria.....	70,550	60,191
France.....	117,537	199,513
Germany.....	283,859	280,020
Other Europe.....	20,650	26,423
Japan.....	76,521	187,677
Other Countries.....	8,278	15,059
Total.....	\$801,410	\$872,884

FOR SEVEN MONTHS ENDING JANUARY.

	1905	1906	1907
Great Britain...	\$1,671,221	\$1,512,081	\$1,810,743
Austria.....	634,443	695,525	677,136
France.....	1,151,506	1,201,143	1,220,653
Germany.....	3,095,373	3,374,009	3,378,805
Other Europe..	247,266	218,639	240,754
Japan.....	557,421	878,774	1,285,067
Other Countries	56,969	59,640	89,887
Total.....	\$7,404,199	\$7,939,810	\$8,698,045

TOYS

	1906	1907
France.....	\$ 6,508	\$ 4,937
Germany....	218,752	261,722
Other Europe...	6,595	12,314
Other Countries	28,385	36,129
Total.....	\$255,240	\$34,402

FOR SEVEN MONTHS ENDING JANUARY.

	1905	1906	1907
France.....	\$ 130,391	\$ 103,727	\$ 112,785
Germany.....	3,228,498	3,761,875	4,404,246
Other Europe..	1,8170	134,622	199,205
Other Countries	63,533	95,726	156,399
Total.....	\$3,515,592	\$4,095,950	\$4,872,635

GLASSWARE.

JANUARY.		FOR SEVEN MONTHS ENDING JANUARY.		
1906	1907	1905	1906	1907
\$257,067	\$335,117	\$1,851,699	\$2,098,173	\$2,194,255

A NEW ONE.

THE Teddy bears have been up to all sorts of stunts and have scraped acquaintance with the children—and the grown ups, too—the country over. Their latest appearance is on a jug originated by the Buffalo Pottery, and shown here for the first time. The shape and decoration are both copyrighted, the Teddy bears being used by permission of Edward Stern &



Co., who hold the copyright on this enterprising pair of animals.

The jug is unique in its way. The body shows four principal scenes, while the borders have sixteen smaller ones illustrative of the adventures of the bears. The principal scenes are in underglaze, hand-tinted colors; the border views in underglaze plain colors. All are clearly worked out and are explained by accompanying text. The shape of the jug is attractive, and the thoroughly up-to-date decoration makes it a decided novelty. It is produced in one size only, 12s. Capacity, four pints.

GRAHAM AND HOLLIS ARE PARTNERS.

PARTNERSHIP papers were signed a few days ago by W. P. Graham and H. B. Hollis, who will hereafter be commercially identified as Graham & Hollis. This arrangement has necessitated the removal of Mr. Hollis from 25 West Broadway to 38 Murray street, where W. P. Graham & Co. have been quartered for a couple of years. But it will in no way interfere with the representation of any import or domestic line that either party has had heretofore. The French earthenware from Boch Freres and Faïencerie de Wasmuel, the bar glassware from Verrieres de Bayel, the English china from Herbert J. Colclough, and the cut glass from Becker & Wilson,

N. Packwood & Co. and Conroy & Connor will hereafter be exhibited under the joint direction of Graham & Hollis. Both members of the firm are so extensively and favorably known in the trade that any lengthy reference to either would be superfluous.

A SALESMAN WITH A GRIEVANCE.

CHICAGO, ILL., April 2, 1907.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir: A salesman representing a large and reputable concern recently visited a prominent city and called upon a buyer who manages the china department in a large store there. This buyer picked out the best things the salesman had to offer, and kept the samples so that the salesman could not show or sell them to any of the competitors of the buyer in question. This buyer ordered \$1,200 worth of goods, and promised to mail a confirmation of the order in a day or two. The salesman spent about \$25 in the entertainment of this buyer and his family before the latter made his selection. When the salesman left the city he sent his order to the factory. The buyer, meanwhile, had written to the factory management notifying them to fill no orders except those receiving his confirmation. This confirmation, in so far as the \$1,200 order was concerned, never arrived. In consequence, the factory was out the best business of a large city and over \$100 in cash, represented in salary, expenses, etc. The salesman, besides, was discredited in the eyes of the firm employing him. The only beneficiaries were the buyer and his family, who had a roaring good time without any expense to themselves. Cannot a house be compelled to take goods ordered in this manner? Is there no redress in a case of this kind? A certain buyer is doing it almost continuously.

MEMBER P. G. B. & S. A.

[So far as we have been able to determine, there is no legal protection for either factory or salesman in a case of this kind. No criticism of a buyer who resorts to such reprehensible methods could be too severe. It is the most despicable kind of "graft."—Ed.]

RETIREMENT OF ROBERT C. OGDEN.

ROBERT C. OGDEN'S retirement from the Wanamaker firm a few days ago, for reasons of health, ends a remarkable business career. Mr. Ogden is seventy years old and has for some time been kept by illness from his work at the Wanamaker store in New York. For a time his condition was critical, but he is now much better. Weakness of heart, due to overwork, was the diagnosis of his physicians. When Mr. Ogden was a boy in Philadelphia he put in his holidays from school working as errand boy for a hardware store at \$1.50 a week. At fourteen he became a dry goods clerk. Later he was a partner in the firm of Devlin & Co., retail clothiers of this city. In 1885 he became a member of the Wanamaker firm in Philadelphia, and in 1896 he returned to New York to be resident manager of the new branch, formerly A. T. Stewart's store. The present Wanamaker store is the result.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITEMORE & JAKES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

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Make all checks and drafts payable to Whittemore & Jakes. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 4, 1907.

CONFIRMING THE ORDERS.

SPACE is devoted in another column to a letter of complaint that is worth reading. The reliability of its author, a well-known salesman, guarantees the accuracy of his accusation against a certain buyer, whose identity he charitably refrains from disclosing. The letter fully describes the circumstances associated with an incident that reflects very seriously upon the scrupulousness and fairness of the accused buyer. It also serves the purpose of emphasizing the annoyance and actual loss of time, money and business that may result from an enforcement of the rule, which prevails in many large retail stores to-day, requiring the confirmation of orders. We have during recent months been in receipt of many inquiries from salesmen and their employers concerning the possibility of obtaining legal redress in cases similar to the one instanced in the letter alluded to. But, until "P. G. & B. S. A. Member" wrote us, we had never been given the liberty to make public any of the correspondence.

It must be admitted, of course, that the heads of large retail houses are entitled to exercise restraint over the too liberal purchasing tendencies of the managers of their various departments. The idea of compelling a confirmation of orders was undoubtedly conceived with this object in mind. But while it has its virtues, the system also works in many cases to the unwarranted disadvantage of salesmen. To begin with, it places a too powerful weapon in the hands of

a buyer inclined to "graft." Like the individual whose frailty is exposed in the letter that prompts these utterances, any buyer whose conscience doesn't seriously annoy him is placed in a position whereby he may make life miserable and decidedly expensive for the salesman who is carried away by his pretended sincerity.

But the salesman is not the only sufferer from this order-confirming requirement. The buyer in many instances also finds himself embarrassed in consequence. Frequently the over-cautiousness of his employers, or a policy of retrenchment that they may have established, brings about the non-confirmation of orders that the buyer may have placed in good faith. In such cases the buyer occupies a most undesirable position. His judgment and knowledge of the wants of his department's patrons are nullified, and this refusal to add to the stock cannot but work to the disadvantage of the department. He not only finds himself unable to acquire goods that he feels certain will sell, and thereby improve his showing as manager of the department, but he very naturally becomes indifferent himself when order after order comes back unconfirmed from the main office.

The order-confirmation proposition, therefore, while necessary from the proprietor's standpoint in many cases, is really a double-edged nuisance to buyer and salesman alike when improperly employed.

PERSONAL.

STILL another china buyer threatens to quit that calling and identify himself with the selling branch of the trade. In this instance it is R. H. Yarwood, former manager of the Simpson, Crawford Co.'s department, this city, who contemplates the change. "Bob" plans to establish himself in New York as a manufacturers' agent, and is now looking for desirable lines. The action of Yarwood would have occasioned some surprise a few years ago, when such changes were exceedingly infrequent. But since then this transmission of activity from the buying to the selling end has lost its novelty. The cases of E. B. Dickinson, John H. Ling, Chas. W. Hurd, C. D. Keene, H. S. Marshall and E. E. Hamblin might be cited as examples. All these gentlemen held responsible berths as buyers before becoming order-bookers. Apparently, life is not "one long sweet song" with the average head of a crockery and glass department.



Howard Fry, of the H. C. Fry Glass Co., has been spending several days in town this week.



Chas. L. Weddle has resigned as salesman for Wm. Dealing, local representative of table glassware factories, in order to associate himself with Wm. B. Weddle & Son, also located at 25 West Broadway.

Mr. Weddle, who is a nephew of Wm. B. Weddle, takes the place made vacant by the recent death of the latter's son



T. L. Stocum has been placed in charge of Fullwood & Search's new cut glass sample-room at 909 Heyworth building, Chicago.



Assisting P. J. O'Neil in the management of Abraham & Straus's china department is Mr. Hanna, who has displaced Mr. Vanarsdale in this capacity. Mr. Hanna was Mr. O'Neil's assistant at Snellenburg's, Philadelphia, and also served in a similar position under Mr. O'Neil when the latter formerly bought for Abraham & Straus.



Hugo Hamburger left last week for a Western tour which will extend to Omaha. It will be the first time he has crossed the Mississippi River.



Leon Hoage is circuiting the West with Jas. Douglass's lines of English goods. He will be away for about two months



W. P. Graham, of Graham & Hollis, started last Saturday night on a two months' trip. He is to go as far West as the Coast and return via Mexico and the South.



J. S. Caine, who has been selected as china and glassware buyer for the newly-organized Fowler Dry Goods Co., Kansas City, Mo., reached town a few days ago. The concern, which was incorporated last week with a capital of \$150,000, has these officers: President, Frank W. Fowler; secretary-treasurer, Albert Silberberg. Mr. Caine formerly managed Miller & Paine's china department, Lincoln, Neb., and later bought for the Emery Bird-Thayer Dry Goods Co., Kansas City. T. E. Simms is Mr. Caine's assistant.



Max Blau, of the Blau Bros. Co., returned on Monday from a two weeks' visit to the various factories represented by his concern.



E. Bissell, the veteran auctioneer, has been honored with the presidency of the Hardware Club. It is a deserved recognition of the many years that Mr. Bissell has been associated with the members of that popular and progressive organization.



Ten more candidates were elected to membership in the Pottery, Glass and Brass Salesmen's Association at a meeting of the directors on Tuesday, viz., Wm J Stout, buyer for Jos Horne Co, Pittsburgh; Julius C Hinz, with Henry B Lewis, Detroit; Alfred A Hall, assistant buyer for Hochschild, Kohn & Co, Baltimore; Chas T McKenna, with Kelly & Steinman, Honesdale, Pa; Wm H Behringer, buyer for Hess

Bros, Allentown, Pa; David Frank and S W Burgstresser, with Albert Pick & Co, Chicago; A A Brodeur and S L E Cuddy, of Cuddy & Brodeur Co, Montreal, Can; Henry L Bruen, glassware buyer for Vant Wond Rubber Co, this city.



Milton Wolf, president of the United Kaolin Properties Co., has been in New York for several days with the object of securing a local warehouse for his firm. Mr. Wolf and other Northern promoters have discovered deposits of kaolin in Leahey, Edwards county, Texas, for which he makes the most enthusiastic claims. So confident are they of the virtue of this kaolin that they have begun the erection of forty miles of railroad to connect the Leahey deposits with the main line of the Southern Pacific at Sabinal.



Emil E. Reusche went West on Monday with L. Reusche & Co.'s line. His absence will be limited to about four weeks. Its brevity revives the rumor that Mr. Reusche's days as a bachelor are numbered.



Wm. D. Dougherty sallies forth about the middle of next week with samples from the Consolidated Lamp and Glass Co. New England is to be his destination, and the jaunt will occupy about six weeks.



Louis Koch, with Bawo & Dotter, has just opened a tour of the Middle West that will keep him on the road until July.



Chas. S. Dennis, secretary of the Jobbers' Association, spent a few hours in New York on Wednesday. He was on his way home from a visit East.



J. D. Dobbs, with Geo. F. Bassett & Co., will leave on Saturday by the Old Dominion steamship line for Norfolk, and work his way South to his home in Atlanta.

CHINA AND TOY IMPORTERS AMONG CREDITORS.

BANKRUPTCY proceedings have been brought against Preston B. Lee, who has conducted a department store at Fortieth street and Lancaster avenue, Philadelphia, by creditors who include several prominent china and toy importing houses. In the petition to have him adjudged a bankrupt, charges were made that Lee had removed property with intent to defraud his creditors. An order to restrain a proposed sale of the business to the Preston B. Lee Co. was also obtained from Judge McPherson. In the charges preferred against Lee it was averred that a proper examination of his books would disclose fraudulent transactions. Lee has been in financial difficulties for the last four months. At a meeting of creditors,

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held recently, an offer of settlement was submitted for their approval. It was not satisfactory, however, the creditors contending that Lee was able to pay more than he offered.

SOME CHANGES IN PRICES.

SLIGHT changes in the selling prices on lighting glassware, especially with gas and electric attachment, have been in progress for the past few weeks. The purpose of the manufacturers authorizing these advances, it is understood, is merely to restore the prices to their original level. In recent years there has been a steady cut in prices on certain items, but the manufacturers made no effort to restore them until the demands of the workmen for higher wages made such action absolutely imperative. It is believed that a moderate strengthening of the quotations on oil lamps will also follow.

OBITUARY.

HENRY RUSSELL, formerly of the firm of Henry & Nathan Russell, manufacturers' agents and jobbers in glass and lamps, died at his home in Belleville, N. J., on Monday April 1st, aged seventy-three. Mr. Russell was an old time glass salesman, and with his brother was in business on Park Place for many years. Some time about 1885-86 they moved to Barclay street, next door to Ed. Rorke. In 1888 the firm failed and went out of business. For the last few years Mr. Russell was engaged in the real estate and insurance business at Belleville, N. J., and Nathan Russell is still in the real estate business in Bloomfield, N. J.

IN TOWN.

Abbreviations—c, crockery; g, glass; nf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

J S Caine, with Fowler D G Co, c, Kansas City, Mo.
 F O Birney, with Emery, Bird, Thayer D G Co, hf, Kansas City, Mo. Breslin.
 John Hoos, Baltimore.
 W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester, N Y. Park Ave.
 J P Reed, with W M Whitney & Co hf, Albany Park Ave.
 Milton Rogers, with H P Chandler & Co, c, Baltimore.
 Albert Sprague, with Howland D G Co, c, Bridgeport, Conn.
 A P Spengler, with Bush & Bull, c, Easton, Pa.
 Kirkendall & Shope, c, Washington, D C.
 H I Belcher, with Jordan Marsh Co, s, Boston. Victoria
 Mermod-Jaccard Jewelry Co, c, St Louis, Mo.

Mr Bignall, with Tilden, Thurber & Co, c, Providence, R I.

R H Vose, c, Bangor, Me.

E A Abbott, c, Chattanooga, Tenn.

J Graves, c, Delaware Water Gap, N J.

A J Angevine & Son, l, South Norwalk, Conn.

The Pellis Furn Co, l, South Manchester, Conn.

A Binswanger, with Jos Horne Co, hf, Pittsburgh. Broztell.

H Goodman, with Lit Bros, hf, Philadelphia. Herald Square.

Miss R Rosenblatt, with N Snellenberg & Co, t, Philadelphia. Seville.

TO REVOLUTIONIZE CHIMNEY TRADE?

THE following from the Toledo, O., *Times* should prove interesting reading: "Following the invention by Michael Owens of a bottle-blowing machine that has revolutionized the bottle industry, comes the announcement of the invention by two Toledo glassworkers of a machine which will turn out any sort of a chimney from what is known as the air-hole block chimney to the crimp top—the making of which glass manufacturers have held up to now to be impossible except by hand blowing. The machine is a small but compact contrivance of rather mysterious and complicated mechanism, all of which has been patented, and represents three years of hard work by the inventors. By substituting different molds, all kinds of chimneys, including the crimp top, can be manufactured. It will turn out lantern globes, goblets, and many other forms of glassware."

YOU SHOULD FORM THIS HABIT.

"GET into the habit of happiness," said Senator A. J. Beveridge in a recent address. "It is positively amazing how we can turn every little incident into a sunbeam. One of the most worth-while families I know always joke at the table. It is as good as a vacation to take a meal with them. And, mark you, it is quite as easy to take the other course. But what a coward a man is who releases in his home all the pent-up irritability, disappointment and gloom of the day! There is no sense in such a course. It doesn't make you less gloomy to fill your house with gloom. You ought not do it even from the point of view of good health. If you eat your meal in a sour silence which almost curdles the cream and scares your wife half to death, you do not and cannot digest your food. Forget it, then! If you have had a hard day, say to yourself: 'Well, that was a hard day! Now for some rest and some fun.' Get into the habit of being happy, tell you. You can do it. Practice saying to yourself when you awaken in the morning: 'Everything is all right'—and keep on saying it. You will be surprised how nearly 'all right' the mere saying of it at the beginning of the day will really make everything."



BUSINESS BRIEFS.

F. A. Baker and H. S. Bearse are soon to open a crockery store in Skowhegan, Me.

The Glass Etching Paste Mfg. Co., this city, has been incorporated. Capital, \$25,000.

The Bunce Art Glass Co has moved into its new quarters at 515 Main street, Richmond, Va.

A new lamp factory is soon to be started in Watessing, N. J., by the Westinghouse Lamp Co.

A charter has been taken out by the California Glass Mfg. Co, Los Angeles. Capital, \$10,000.

A plant is to be erected in Toledo, O., for the newly-organized Toledo Paste Mold Chimney Co.

The Kaolin Products Co., Portland, Me, pottery, etc, has been incorporated. Capital, \$1,500,000.

Chas. H. Putnam has sold his crockery business in Orange, Mass., to Mr. Barlow, of Hartford, Conn.

The Parisian Lamp Co., Chicago, Ill, has been incorporated to manufacture lamps, etc. Capital, \$30,000

The Guthrie Glass and China Co. has taken possession of new quarters at 104 West Oklahoma avenue, Guthrie, Okla.

An assignment has been made by Rose & Nugent, china dealers in Leominster, Mass., for the benefit of their creditors.

The Solar Light Co., Newark, N. J., has been incorporated with a capital of \$25,000 to manufacture incandescent gas mantles, gas and electric appliances, etc.

Beerbower & Co., Elizabeth, N. J., have been incorporated to manufacture pottery. Capital, \$25,000. Incorporators: E, L. B. and S. B. Beerbower, all of Elizabeth.

Rothschild Bros, Ithaca, N. Y., celebrate the twenty-fifth anniversary of their business career April 6th. Elaborate preparations have been made for a big display.

The United States Geological Survey is arranging for an exhibit at the Jamestown Exposition of all substances entering into the manufacture of glass, and those supplying these materials have been invited to contribute samples.

William Haase, who was convicted several weeks ago on the charge of setting fire to the plant of the

Edwin Bennett Pottery Co., Baltimore, Md., late last summer, was sentenced a few days ago to serve eighteen months in the penitentiary.

The newly organized Marbury-Pegram Co., Inc., has opened its crockery and housefurnishing store at 147 W Main street, Norfolk, Va. Mr. Marbury, organizer of the company, was for twelve years manager of the Memphis Queensware Co.

The plant of the Haines Glass Bottle Co., Smithport, Pa., was partly burned recently, following the breaking of a large tank containing molten glass. The 100 employees will be thrown out of work for about two weeks pending repairs. The loss is covered by insurance.

Shepherd T. Chittenden, manager of Kaufman's department store, Trenton, N. J., has been arrested on a charge of embezzlement. His liberality as a spender was brought to Mr. Kaufman's attention recently, and a close watch was kept on him. Several days ago he is alleged to have sold \$85 worth of goods and to have pocketed the entire amount. Chittenden went to Trenton two years ago from Bell, Dickerson & Co.'s store, Atlantic City, and prior to that he had been connected with a Baltimore department store.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar 16, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 16 '07	Correspond ing period 1906
Boston	36	13	1888	1373
New York	173	136	1550	1211
Baltimore	414	216	4303	2867
Philadelphia .....	.....	91	493	329
New Orleans .....	.....	36	1479	756
Newport News.....	.....	7	243	205
San Francisco.....	.....	32	95	248
Portland (Me.)	335	.....	1998	201
Galveston.....	33	.....	310	209
Portland (Or.).....	.....	116	20	385
Inland Points.....	.....	344	117	3028
Total	990	1021	11941	10912

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool

TO	Shipments week end'g Mar. 16, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 16, '07	Correspond ing period 1906
New York	173	136	1429	1340
Boston	36	13	1005	1491
Philadelphia...	.....	91	474	804
Baltimore	414	246	4166	2925
San Francisco....	.....	32	95	218
New Orleans .....	.....	36	1327	996
Portland (Me.)	264	.....	1142	203
Galveston	13	.....	185	190
Newport News.....	.....	7	233	190
Portland (Or.)....	.....	116	20	385
Inland Points.....	.....	341	38	3598
Total....	900	1013	10119	11840



MUCH to the surprise of importers, the latter half of last week brought some very prominent buyers, and more people were seen in the warerooms than they expected. There was, of course, no rush, but a good business was done for the week preceding Easter. This week opened exceedingly dull; but there was a hope that it would close as well as last week.

Chas. Ahrenfeldt & Son show such striking and original patterns in their Carlsbad lines, ranging, as they do, from the plain transfer up to elaborate hand-painted gold line and handsomely embellished decorations, that no dealer can fail to find something to suit him, particularly if seeking distinctive designs to vary his stock.

Geo. F. Bassett & Co. show a very large line of German, Austrian, French and English ornamental, utilitarian and staple wares. Their English stock patterns are well known, and Bassett China may be found in every principal city in the United States. They give control of patterns, and do not sell to catalogue houses. Buyers appreciate these facts because they are thus enabled to get good prices, as they are not competing with each other.

A series of six new free hand decorations appear on "Vienna China" plates at Bawo & Dotter's. The subjects are plums, peaches, grapes, poppies, clematis and roses. The paintings are executed in nature's tints, beautifully traced in gold, on a ground of ivory.

John H. Ling, 66 West Broadway, has been selected as the selling representative of the Art Glass Mfg. Co., this city, makers of art bent glass shades, lamps, globes and novelties.

A tulip shaped line of stemware from the Central Glass Works is attracting considerable attention at the local showroom, 66 West Broadway. It is shown in either optic or plain and with a cut or imi-

tation cut stem. An all glass handled soda, the use of which makes a metal soda holder unnecessary, is another new item.

Carlowitz & Co have arranged affairs in Japan in such a manner that they can take import orders up to and including the first of June and insure delivery in October and November. As far as we know, no other Japanese house has ever done this. In addition to their import lines they have an immense stock on hand and at figures so low as to astonish even the oldest buyers.

There's an appeal to the purse-strings of the most economical as well as the most liberal spender in the assortment of bent glass shades produced by the Continental Art Glass and Brass Co. The variety, in fact, is little short of remarkable. In the higher-priced line are included some floral and fruit designs that are exquisitely done. These motives, fashioned as they are entirely out of glass that is cut and colored in order to represent every species of fruits and flowers worthy of reproduction in this manner, are of the highest artistic standard. The same close attention to perfection of detail is evidenced in the preparation of the more moderate-priced specimens.

Twenty or more new acid gold and raised paste designs, in single and double borders, have just supplemented the Aynsley china collection in Jas. Douglass's showrooms. Several particularly pretty and refreshingly new ideas are exploited among these patterns. One of the most attractive has a band of acid gold around the shoulder and another encircling the outer edge of the border. Between them is a conventionalized holly leaf decoration executed in red or blue enamel.

John Nixon has received from the Fostoria Glass Co a line of lamps superior to anything the factory has ever heretofore turned out. New shapes, new bases and some excellent ornamentations, including fishing and hunting scenes, and of course the usual

floral decorations, characterize the line. There are more than 125 patterns and they are all produced in the careful and excellent manner with which the Fostoria does things.

Hamburger & Co., with their seven floors of china, glass, bric-a-brac, dolls and toys, offer attractions hard to resist. As they make a specialty of goods for department stores, buyers of such wares will do well to see the display.

In the newly-patented "Crown" salt-shaker, with pepper to match, the H. & H. Mfg. Co. has an article that is calculated to prove an instantaneous favorite. One of its most conspicuous virtues is the simple device attached to the crown which prevents the salt from clogging. The bottles are of Colonial style and have tops and fittings of silver that are non-corrosive. The H. & H. Mfg. Co. is prepared to make special inducements to large jobbers in the handling of the "Crown."

Henry Birn has leased still another cellar, the fifth, in connection with his hotel supply house at 219 Grand street. This increased space would naturally seem to indicate an expansion of Mr. Birn's business; but his son Jesse declares with impressive solemnity that "father is cornering the cellar market with the idea of establishing a subway system under Grand street."

Since the introduction of the new Colonial tableware line by the McKee Jeannette Glass Works this year, a demand has developed for the same shapes in a plain treatment as well as with their original festoon leaf design. The factory, in consequence, has just shipped a number of the plain kind to the local office. This doesn't mean that the items bearing the festoon pattern will be excluded hereafter. Instead, they will continue to be manufactured quite as regularly as usual, for the design has proven extremely popular. The plain pieces will simply serve to add variety to the line and also cater to the buyers who find a market for a typically colonial pattern.

Many complimentary letters, accompanied by re-orders, have been received by L. Reusche & Co. from firms that have experimented with their Elarco pencil. The latter is capable of marking legibly and clearly on any glazed surface, and is especially intended for china and glassware use. Its paper wrapper eliminates the necessity of sharpening with a knife.

E Bissell & Co., the well-known auctioneers, will move on May 1st to Nos. 5 and 7 Mercer street, at the head of Howard street. For twenty-one years this firm has been at 12 Murray street, and it is like losing an old landmark to have them go. The American News Co., which four years ago purchased the property, has decided to tear it down, together with

other buildings, for the purpose of erecting a large office structure.

Robt. Slimmon & Co. are showing a remarkable line of toilet sets in English earthenware. There are twenty shapes, with a great variety of decorations, from the lowest-priced up to the best. The shapes differ materially from anything that has ever been shown in this market, or any other, and are very attractive. The decorations are just as original. Some of them are very striking by reason of the boldness of the coloring, while others are as delicate as the down on a peach. Altogether, the display is one of the best the house has ever made, and no dealer handling toilet ware should fail to see it.

On May 1 the local salesroom of the Consolidated Lamp and Brass Co., under the management of E. H. Mays, will be removed from Murray street to the sixth floor of the building at 66 West Broadway. The latter contains quite as much display space as the concern's present quarters and is much more desirable from the viewpoint of ventilation and light.

Frank & De Keyser, dealers in hotel supplies, will move on May 1 from 174 Fulton street to 33 Park Place.

An uptown buyer who has a habit of saying and doing things quite different from the average mortal entered one of the thirst-relieving emporia in the District a few mornings ago.

"Give me a brainstorm!" he called to the bartender.

Earlier arrivals turned and looked curiously in his direction. A few thoughtfully narrowed the distance between themselves and the exits. Only the "barkeep" and his customer looked unconcerned. The former got down to business at once, and soon placed in front of his patron a tumbler containing a concoction made up of Irish whiskey, benedictine, vermouth and a dash of orange bitters. A lump of ice was added. As the latter began to dissolve the buyer turned smilingly towards the other guests.

"Gets its name from this lump of ice," he explained, "because it's allowed to thaw."

AFTER ALIEN GLASSWORKERS.

COMPLAINT has been filed with Col. I. H. Marrow, United States Inspector of Immigration for Ohio, that 1,500 men have been imported from Brussels, Belgium, to work in the glass factories in Indiana, notably Hartford City. Col. Marrow has been working on the case for some time, but as yet has failed to secure evidence that would warrant arrests. The statutes of the United States provide that there shall be no importation of men from foreign countries for the purpose of giving them work in factories already established.



AMONG THE POTTERIES

A scarcity of empty cars for immediate shipment—a condition **East Liverpool and Vicinity**, which has prevailed since the flood—has held back business somewhat during the past fortnight. Many requests to hurry shipments have been received by the manufacturers, and it is needless to say they are doing the best they can under the circumstances.

The first quarter of the season has been a revelation to some of the older manufacturers. Business in all lines has shown a heavy increase.

The demand for domestic pottery was never known to be so great as now prevails. Dinner and toilet ware are selling fast, while the specialty trade has increased with some manufacturers over fifty per cent during the past quarter. Instead of slowing up this season, as anticipated, orders are heavier than ever.

As an indication of the business being done in the West, the bill of one firm for liquid gold will be close to \$70,000 this year. Last year it was \$30,000.

A number of manufacturers who placed coal in their kilns during the gas shortage have gone back to gas once more. They have decided to burn gas as long as it lasts, and turn to coal when a shortage is experienced. Coal, however, will continue to be used under all boilers throughout the district.

An idea of the magnitude of the task of cleaning up after the flood may be gained when it is learned that every piece of ware touched by the water had to be washed by hand.

Mail orders are heavy, and many of the re orders are larger than the original ones.

Jobbers are doing a heavy business in pottery this season. This is due to the manufacturers permitting them to take care of a trade formerly looked after direct from the home office. The scheme has resulted in a greater business for the manufacturers.

Joseph Einstein has been appointed office manager for the Globe Pottery Co.

Manufacturers heavily interested in the scheme order business recently held an interesting session at Alliance, O. Representatives from this city, Sebring and Crooksville attended.

Williard Morris, salesman for the Knowles, Taylor & Knowles Co., returned a few days ago from a brief business trip in the West.

George S. Davis, Western representative for the Potters' Co-Operative Co., was summoned from the road to his home at Cedar Rapids, Ia., because of the serious illness of his father. He will be able to resume his route soon.

Frank A. Rust, of Pittsburgh, has been appointed resident representative for the Globe Pottery Co. in that territory.

There is being discussed a proposition **Trenton**. to open another thoroughfare into East Trenton, the local pottery district. At present the section is connected with the centre of the city only by North Clinton avenue. It is pointed out that should this thoroughfare, particularly at the stone bridge, ever become blocked, for any reason, the safety of the potteries and other factories out there would be seriously endangered in the event of a large fire. Common Council will be called upon to determine the matter in a few weeks.

Few men possess the versatility of Chas. Howell Cook. Operating a pottery is only one of the many activities with which he is identified. Quite as important in its way is his connection with the Belle Mead dairy farm, which he has owned and directed for several years past. Mr. Cook accepted an invitation to address the twenty-third annual meeting of the Mercer County Board of Agriculture here a few days recently, and the familiarity with farming that he exhibited would have astonished even his closest friends. During his talk Mr. Cook explained that

he was daily shipping 2,400 quarts of cream to Trenton and a like amount to Philadelphia. He also accounted for the disappearance of old moulds from his potteries by describing the manner in which he increased the fertility of his Belle Mead soil. By mixing ground mortar from the moulds, he acquired a soil that produced splendid crops. Last Friday Mr. Cook surrendered his position as trustee in bankruptcy of the Brand department store here after having developed the business in a manner that evoked the highest praise from the creditors, and made possible its sale at an advantage. Unlike the legendary Jack, Mr. Cook is not only a man of all trades, but a master of each.

* *

In recognition of the importance of the pottery industry in this city, the local Elks will wear badges fashioned out of china during the progress of the annual convention of that organization in Philadelphia from July 15 to 20.

* *

A. H. Hays began another road tour on Monday with the Cook Pottery Co.'s samples. He opened at Bridgeport, and expects to be away about six weeks.

* *

Two cash prizes have been donated by the Thos. Maddock's Sons' Co. to be competed for by students in the pottery-designing class at the School of Industrial Arts.

* *

A new biscuit kiln is to be erected at the Keystone pottery. This will give the plant five biscuit and three glost kilns.

* *

Thos. F. Martin, buyer for the Fourteenth Street Store, New York, was noticed in town a few days ago.

✕

“We have started to decorate and also ship goods” is the announcement made by President Carr, of the Warwick China Co. Rebuilding is already under way, and the firm is in a position to care for business as of yore. J. C. Jonas, Southern traveler, and W. L. Woodward, Eastern representative, who were called off the road after the fire, have resumed their routes.

* *

Business at all the plants operated by the Wheeling Potteries Co. is at its height. The La Belle factory of this company was the only one touched by the flood, and operations there have been resumed in full.

✕

A gas explosion in which two men were badly burned occurred at the plant of the Pennsylvania China Co. recently. There had been some trouble in the gas line leading into the plant, caused by salt water accumulating in the mains, and John Storey and Harry

Reisinger were sent by the gas company to look after the difficulty. They had blown out the line carefully and were at work in the metal house when a terrific explosion occurred. Storey was thrown clear through a window, alighting several feet away from the building on the outside, with his clothing all aflame. Reisinger was thrown into the corner of the room and terribly burned about the face and hands. Fire followed, and the Wickboro fire company was promptly on hand, but it took the most vigorous efforts to save the plant. One side of the moulding room was blown out and houses in Wickboro were badly shaken.

✕

Costly improvements have been decided upon by the Crooksville Pottery Co. Additional kilns are to be erected, and the annual output is to be increased to \$325,000.

* *

The Acme Pottery will be sold at public auction next Tuesday. A number of inquiries have been received by S. R. Souders, secretary for the trustees, and a speedy sale is anticipated.

✕

It is reported here that Columbus, O. and St. Louis men contemplate the erection of a pottery in the Missouri district next fall. Names of those interested in the proposition are withheld for the present.

* *

It is possible that the plant of the Bell Pottery Co., in East Columbus, will be placed in operation by Columbus capitalists ere long. If the property is put up for sale, as now seems likely, local men propose to purchase and ultimately operate the property.

✕

Application has been made to the Secretary of State by the Edwin M. Knowles China Co. to withdraw its charter from West Virginia and to apply for a charter under Ohio laws.

* *

There is an annual rush of business at the Taylor, Smith & Taylor plant. Their specialty line is selling well, while the general ware lines are booming.

✕

Manufacture has commenced at the plant of the new Golden Pottery Co., composed of J. C. Marley, J. F. Hunt and C. F. Bourne, who came here from Kokomo, Ind. For the present no attempt will be made to make white goods. The product, instead, will consist of flower pots, crocks, jugs, etc. The factory operated by the Golden Pottery Co. was up to a few years ago occupied by the Giezbeck Pottery Co.

SIMPLIFIED BOOKKEEPING FOR RETAILERS.

THIRD ARTICLE.

IF you want to always be able to tell just which lines of goods are making and losing you money, and at the same time tell just about how much goods you have on hand any day in the year, and do this without any extra trouble to yourself, once you get well started, it will pay you to read this article carefully.

It will be of especial interest to those who would like to take up the plan for handling accounts receivable and accounts payable, as outlined in previous articles, as the system outlined in these three articles has been in use for several years and has proved to be thoroughly practical, no matter what professional bookkeepers may think of it.

To carry out this plan of keeping track of all your merchandise separately, the only new thing you will need to buy is a book to use as a ledger. The regular ledger ruling will not be needed, so it will be best to buy a record book and do your own ruling. In buying this book, be sure that there are enough lines on a page to give you one for each day of the month, besides room for the headings and for totals to be carried forward. Do not imagine it is a big job to do this ruling, for each page lasts for a month, and each page will carry several accounts, as each account is carried in a very small space. Over in the back of this book you can rule up a few pages with the regular ledger ruling, for such accounts as profit and loss, the accounts of the different members of the firm, and such other accounts as you may wish to carry into the ledger which would have but occasional entries, and where it would be merely a waste of paper to set aside a space of entry for each day of the year.

The first step in this system is then to establish a counter tab, or several of them if more convenient, on which columns have been ruled and a heading filled in for each department you wish to divide your stock into. Every sale that is made must at once be placed in the right column of this counter tab, and at the close of the day you can use it to balance your cash by, after which you transfer the totals of the different columns to your day-book, using the regular combination journal day book entry. This entry, when the counter tab also covers your credit business, as described in a previous article, shows all the business which has been done over the counter in the course of the day. When you have made another entry or two, showing what you have paid out money for, you have a complete record of your day's business in your day book.

The only change from the usual methods of carrying your accounts from the day book to the ledger (except that all entries are made in the ledger on the line set aside for that particular day of the month) is where there happens to be more than one debit or credit charge to go to the same account, and in that case they must be added together, for you only have one space on each side of each account for the entry of the entire business of the day. Your line of explan-

ation at the bottom of each charge in your day book will be all you will need to help you to trace out the entire day's business in a few moments.

Instead of having all your merchandise in one merchandise account, you thus are able to divide it into as many accounts as you please, and are thus able at any time to figure up your sales, deduct average gross profit made on that particular line of goods, and subtract the result from the total of the last invoice and goods purchased since that time, and shown by the Dr. side of the account you are figuring (you start that side of each account with the amount of the inventory for that department, then put in purchases on days they are paid, carrying totals forward to next inventory, when you start with that inventory again), and you will see very nearly what amount of stock you have on hand in that department. You can also see how many times you turn your money in each department; and you may think a good deal more of a department which shows but a small percentage of profit after you find that you are turning the stock so often that the department makes a good showing for the year.

You will also find that it is a good thing to divide your expense account, the same way as you have your merchandise account, into Freight and Drayage, Salary, Miscellaneous Expense, etc., as it will be quite a satisfaction to know where your money is going, and the possibility of saving in different directions will be brought home to you in a more forcible manner.

The correctness of this entire system depends upon the correctness of the counter tab, and if the totals of the counter tab, less the totals of the column showing sales made on time, balance your cash, your merchandise charges are right, and you know it before the entry is made in your books. You deduct total of credit sales from total of all merchandise sales for the day because you enter all sales in the merchandise column, both cash and credit, and also enter all the credit sales in the credit sales column; so the subtracting of the total of this column from the total of the merchandise sales shows you the amount of cash you should have taken in. Be very sure to never neglect to enter every sale on the counter tab at once. These counter tabs are filed away for future reference as soon as you balance your cash and make your day book entry.

JAPANESE LACQUER.

THE great durability of Japanese lacquered work is mainly owing to the most painstaking execution of the necessary operations, the materials used being, of course, also of importance. The process is as follows:

First of all it is necessary that the lacquer be applied in exceedingly thin layers, whereby it is rendered very pliant and a cracking and a peeling of the coatings is prevented. After each operation the articles are subjected to a long-continued drying. To

this is chiefly due the great resistiveness of the lacquering. Moreover, the removal of water from the materials used in a lacquer is an important process.

Finer objects which are to receive a high luster and transparency are scraped after applying the lacquer and subjected to regular polishing. The wood to be worked is chosen according to the kind of articles to be produced, and is also specially treated before the working. The total number of treatments the article receives before it is varnished in color amounts to about thirty. To this must be added the fact that the various manipulations are done by workmen who are especially skilled in that particular branch, so that one can never perform the whole job alone.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
April 2, 1907.

BREMEN

9	packages glass ware.....	L Straus & Sons
2	" "	Samstag & Hilder Bros
21	" "	A Steinhardt & Bro
238	" "	Miscellaneous Orders
42	earthenware... ..	Karl Hutter
12	" "	Knauth, Nachod & Kohn
2	" "	L Straus & Sons
9	" "	F W Woolworth
44	" "	Strobel & Wilken Co
12	" "	Miscellaneous Orders
125	toys.....	Geo Borgfeldt & Co
16	" "	L H Mace & Co
18	" "	F A O Schwartz
12	" "	F W Woolworth
67	" "	Strobel & Wilken Co
40	" "	Miscellaneous Orders

LIVERPOOL

2	packages earthenware.....	The Rowland & Marsellus Co
15	"	E Boote
8	"	J Davison
12	"	Krauth, Nachod & Kuhne
37	"	Maddock & Miller
9	"	Meakin & Ridgway
18	"	L Straus & Sons
5	"	J Wygant & Co
48	"	The Julius Levy Co
6	"	Miscellaneous Orders
1	glassware.....	J Davison
27	chinaware.....	C Ahrenfeldt & Son
20	"	Endemaun & Churchill
6	"	Miscellaneous Orders

ANTWERP

79	packages glassware	B Gunthel
9	"	W P Graham & Co
86	"	J M Shaw & Co
118	"	Miscellaneous Orders
12	chinaware	Wm Guerin & Co
85	earthenware	G F Bassett & Co
2	"	Fensterer & Ruhe
28	"	O Goetz
5	"	Koscherak Bros
33	"	E R Thieler
8	"	Strobel & Wilken Co
29	"	Miscellaneous Orders
1	toys	R H Macy & Co
48	"	F W Woolworth
9	"	Strobel & Wilken Co
8	"	Miscellaneous Orders

ROTTERDAM

81	packages earthenware.....	L Straus & Sons
48	" "	Geo Borgfeldt & Co
10	" "	Miscellaneous Orders
88	" toys.....	B Illfelder
6	" "	A Steinhardt & Co
7	" "	F A O Schwartz
92	" "	Miscellaneous Orders

BORDEAUX

10	packages chinwaare.....	A G Moment
381	" "	Haviland & Co
6	" "	L D Bloch & Co
32	" "	Miscellaneous Orders

MANCHESTER

9 packages earthenware.....Strobel & Wilken Co
6 " toys....." "

SOUTHAMPTON

25	packages china ware.....	Bawo & Dotter
11	" "	Geo Borgfeldt & Co
20	" "	C L Dwenger
89	" "	Blakeman & Henderson
21	" "	F W Jenkins & Co
29	" "	A G Moment
138	" "	Paroutaud & Watson
38	" "	J H Venen
19	" "	L Straus & Sons
18	" "	Vogt & Dose
38	" "	Miscellaneous Orders

LIMOGES

150 packages chinaware. W L Eng. s

HAMBURG

8	packages glassware.....	Fensterer & Ruhe
1	" "	Julius Palme
40	" "	L Straus & Sons
7	" "	Strobel & Wilken Co
29	" "	Miscellaneous Orders
15	" earthenware.....	Geo Borgfeldt & Co
410	" "	Bawo & Dotter
8	" "	Knauth, Nachod & Kuhne
13	" "	J Palme
2	" "	Samstag & Hilder Bros
147	" "	The Julius Levy Co
18	" "	Strobel & Wilken Co
68	" "	Miscellaneous Orders
2	" toys	Samstag & Hilder Bros
70	" "	B Ilfelder & Co
21	" "	Strobel & Wilken Co
11	" "	Miscellaneous Orders
5	" harmonicas.....	Strobel & Wilken Co

HAYRE

2	packages chinaware.....	Haviland & Co
11	" "	Miscellaneous Orders
108	" glassware.....	E Utard
11	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

71	packages earthenware.....	Jones, McDuffee & Stratton Co
2	"	American Express Co
7	"	Richard Briggs Co
9	"	A W Chesterion
4	"	Rowland & Marsellus Co
34	"	Miscellaneous Orders

MANCHESTER

9 packages earthenware Downing's American Despatch
4 " " W N Proctor & Co

COPENHAGEN

198 packages earthenware	C J Pierce & Co
28 "	Geo Borgfeldt & Co



Pittsburgh and Vicinity. The past week showed great activity at all the factories in the district. The improving retail trade all over the country is telling with the manufacturers. There was a large increase in new orders over the week previous.

Manufacturers report that business from the jobbers is growing heavier.

Very few buyers are coming into the Pittsburgh market just now. However, a good mail order business prevails.

At the offices of the Phoenix Glass Co. the statement is made that trade is holding up remarkably well. New business is a feature.

By an agreement just reached with the operatives the flint glass factories throughout the United States will suspend operations for a fortnight commencing June 29.

A heavy jobber recently placed an order for 3,000 barrels of tumblers with a Pittsburgh factory. There are twenty-two dozen in a barrel, making a total of 792,000 tumblers. The business was placed under the new lists.

There is a strong demand among the trade for novelties, and this business with the manufacturers is reported very heavy.

The United States Glass Co. has declared its usual quarterly dividend of one per cent., payable April 25.

The glass plant of the Bryce-Higbee Co. at Homestead will not be abandoned, but will be repaired and continued in operation by the Bryce interests, while the Higbee interests will build a new

plant at Bridgeville. C. K. Bryce, formerly manager of the Homestead plant, will again be in charge.



Rochester, Pa. Business is reported very brisk with the Rochester Tumbler Co. Mail orders are heavy, and in addition to the business sent in by house salesmen the order files are kept well filled.

Improvements will be completed within a fortnight at the plant of the Keystone which was damaged by fire recently. Speedy progress with this work is mainly due to the efforts of Addison Thompson.

The H. C. Fry plant is unusually busy. Their late designs are taking well and a healthy business is reported.



Wellsburg, W. Va. The office records of the Eagle Glass and Mfg. Co. were badly damaged by the recent flood, the water of which completely surrounded the factory. The plant has fully resumed business and is giving its attention to immediate orders.

The tanks were not damaged at the plant of the Wellsburg Glass Mfg. Co., and operations have been resumed. A new warehouse, 60 x 100 feet, and a trolley system between factory and warerooms are among contemplated improvements.

The new lines of lamps of the Riverside Glass Co. are now proving a great success. The one-piece Colonial lamp is by far the best ever produced by this concern.



Blountsville, W. Va. "Business is very satisfactory indeed," is the announcement at the offices of the Fostoria Glass Co. This concern has a number of new things in contemplation about which the trade will be ad-

vised soon. The factory is running full in all departments.



Operations have been fully resumed
Bellaire, O. at the plant of the Imperial Glass Co.

This factory was entirely surrounded by water during the recent flood. However, no harm was done to the property. The demand for this factory's goods is as brisk as ever.



The New Martinsville Glass
New Martinsville, W. Va. Mfg. Co. are negotiating to have their molds placed in another factory, and in this manner continue to fill orders. It may be that the firm will also lease a plant for this purpose. They will rebuild as soon as possible.



A \$70,000 mortgage given by the
Evansville, Ind. Evansville Glass Co to Alexander Hutchinson, trustee, has been filed with the county recorder. The mortgage represents the security given to a number of local people who loaned money to the glass plant for a short time. More working capital was needed by the factory, and this quick and safe means of raising it was used.



The Crystal Glass Co. suffered
Bridgeport, O. more loss because of the flood than was at first supposed. One of their furnaces has commenced to settle, and it has been found necessary to draw the fires and rebuild the furnace. Work in this direction will be rushed. The firm is full of business and the incident catches the company at a time when ware is badly needed.

IN THE HOUSEFURNISHING WORLD.

The Ware & Dailey Co. is to erect a department store in Passaic, N. J.



G. M. Davis & Son's bucket factory, Palatka, Fla., was burned recently.



F. H. Lawson Co.'s tinware factory, Cincinnati, O., has been burned. Loss, \$100,000.



Fellows & Smith, this city, department store, has been incorporated. Capital, \$100,000.



The Steward Sanitary Can Co. of Delaware, Maryland and Virginia, East Orange, N. J., kitchen

wares, etc., has been incorporated with a capital of \$125,000.



The Wichita Falls, Tex., Broom Factory has been destroyed by fire. Loss, about \$25,000.



Bantz Bros are soon to establish a handle factory on Clinton street, near Twelfth, Jersey City, N. J.



L. M. Mann & Son's clothespin factory, Rumford Falls, Me., was entirely destroyed by fire recently.



With \$600,000 capital, the Eastern Basket Veneer Co., Buffalo, N. Y., was incorporated a few days ago.



A. P. Du Bois Co., Livingston Manor, N. Y., department store, has been incorporated. Capital, \$50,000.



Straus & Schram, Chicago, Ill., to deal in household articles, has been incorporated. Capital, \$225,000.



L. Thurow and A. J. Smith are shortly to open a factory in Winona, Minn., for the manufacture of mop-wringers.



The Straus Dry Goods Co., this city, department store, has been incorporated. Capital, \$25,000. Incorporators: A. E. Steinthal, L. J. Steinthal and D. J. Straus, New York city.



The Morehouse-Martens Co., of Columbus, O., operating the Home dry goods stores, has increased its capital stock from \$100,000 to \$200,000. New departments are to be added.



The creditors of the People's Department Store, Rochester, N. Y., have received checks from Referee Quincy Van Voorhis for forty per cent of the amounts for which the store was indebted to them, and it is stated that another dividend will be declared shortly.



J. Lauchheimer has sold his interest in J. Lauchheimer & Co.'s department store, Columbus avenue and Eighty-second street, this city, to his former partner, Alfred Neuhaus. The business will be continued under the style of A. Neuhaus & Co. Mr. Lauchheimer is to devote his future attention to the Star department store, Eighty-sixth street and Third avenue, this city.



A deal involving about \$70,000 was consummated when the assets of the bankrupt Pacific Syndicate Stores Co were taken over by a San Francisco company which operates numerous "5 and 10-cent stores" in that city and throughout the country. The former firm failed a short time ago, and the price paid by the purchasing firm will enable the bankrupt company to pay about 75 cents on the dollar.

We Are Delighted

TO PRESENT TO THE TRADE

The "CROWN"

PATENTED SALT-SHAKER.

With Peppers to Match.

HANDSOME COLONIAL BOTTLES.

ABSOLUTELY NON-CORROSIVE.

SILVER TOPS and FITTINGS.

Clogging in the crown is prevented by a simple device as shown here. Send for prices and terms.

Special inducements to large jobbers.



The H. & H. Mfg. Co.,

BRASS, COPPER and NICKEL WARE,

Office, Salesroom and Factory: 554-562 West 25th St., New York.

DOWN-TOWN SAMPLEROOM:
With Keane & Martin Co.,
100 Chambers St., New York.

PACIFIC COAST AGENCY:
35 Van Ness St., San Francisco, Cal.
In charge of EMIL HOFELD.

TRADE MARK



ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all our Specialties. White and Decorated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK



ON DECORATED CHINA

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St.

Boston, 67 Chauncy St.

New York, 42 West Broadway.

Chicago, 160 State St.

SYRACUSE CHINA

MODERN ART DECORATIONS



Underglaze Colors :

235	Blue
236	Black
237	Brown
238	Dk Green
239	Lt Green

— FOR —

Hotel China

These Decorations are

NEW,

ORIGINAL,

EXCLUSIVE.

SYRACUSE CHINA

MOST DURABLE MADE.

Underglaze Colors :

215	Blue
216	Black
217	Brown
218	Dk Green
219	Lt Green



ONONDAGA

WRITE FOR SAMPLES

POTTERY CO.,

SYRACUSE, N. Y.

New York Showroom, 237 Broadway,
Corner Park Place

SYRACUSE CHINA

MODERN ART

DECORATIONS



Underglaze

Colors :

- 235 Blue
236 Black
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|-----|----------|
| 215 | Blue |
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| 219 | Lt Green |



ONONDAGA

WRITE
FOR
SAMPLES

POTTERY CO..

SYRACUSE, N. Y.

New York Showroom, 237 Broadway,
Corner Park Place

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware—everything up-to-date (and some ahead of time)—all for import only and for early spring delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above which can be sent on application. A call or request will be appreciated by

James S. Robertson.

AGENT.

96 Church St.,

New York.

Will Take Import Orders UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

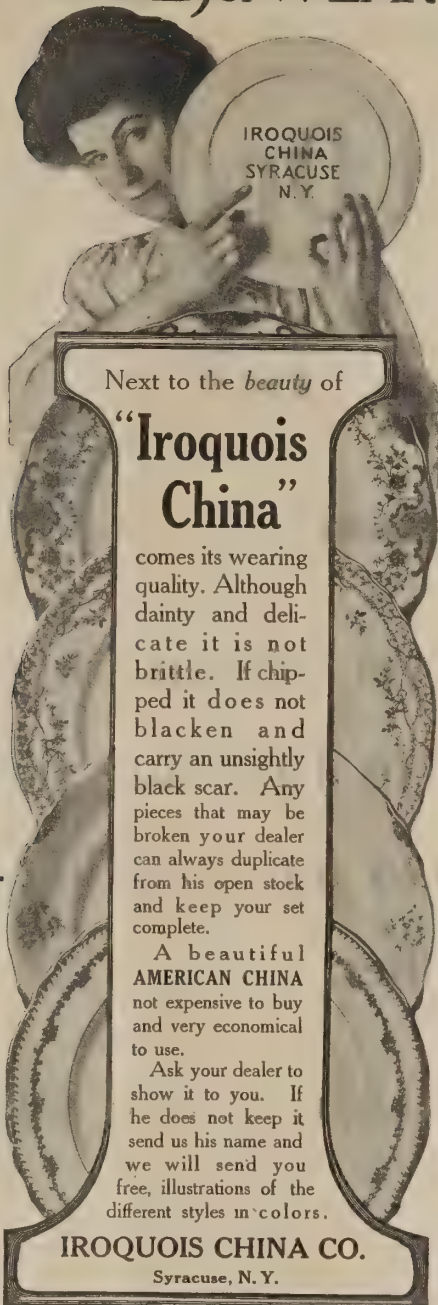
Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

WARE *for* WEAR



Next to the *beauty* of
**"Iroquois
 China"**
 comes its wearing
 quality. Although
 dainty and deli-
 cate it is not
 brittle. If chip-
 ped it does not
 blacken and
 carry an unsightly
 black scar. Any
 pieces that may be
 broken your dealer
 can always duplicate
 from his open stock
 and keep your set
 complete.

A beautiful
 AMERICAN CHINA
 not expensive to buy
 and very economical
 to use.

Ask your dealer to
 show it to you. If
 he does not keep it
 send us his name and
 we will send you
 free, illustrations of the
 different styles in colors.

IROQUOIS CHINA CO.
 Syracuse, N. Y.

I stands for IROQUOIS, the china that's advertised

Are you handling it? Don't you believe it pays to handle a line for which there is a demand created?

If you could see the mail our magazine advertising is bringing us every day, from people who are about to buy a dinner service, you would stock up with

IROQUOIS CHINA

For all these inquiries are referred to our dealers. Why aren't you one of them? Send to-day for our catalogue, advertising helps (we are also interested in getting the china off the shelf after we sell you), price lists, etc.

IROQUOIS CHINA CO.,
 Syracuse, N. Y.

Pottery at Solvay N. Y.

PARIS is always spoken of in connection with fashion.

PRESCUT sets the pace in pressed glassware.

Our patterns and shapes are always up to date. Look for the trade-mark "Prescut" in the glass. Do not forget that we make, in addition to the "Prescut," a full line of Bar Glassware, light Pressed Stemware, one-piece Pressed Lamps, Blown Lamps, plain and decorated, and General Tableware.

We issue a catalogue of Soda Fountain Glassware. Write for one.

Branch offices in all large cities.

McKee-Jeannette Glass Works,
 JEANNETTE, PA.

S. A. Weller

Factories and Main Office: ZANESVILLE, O

Jardinieres
 Pedestals
 Umbrella Stands
 Cuspidors
 Fern Dishes

Up-to-date lines of
 Art Ware and Vases

Ask the man with the samples to tell you
 about the different lines.

SALESROOMS:

Boston, 56 Pearl St., Rooms 4 and 5.
 New York, 57 Park Place.
 Chicago, Glass and Crockery Exchange, 186-188 Fifth Ave.

BASSETT CHINA.

The only one of the leading brands of china
that IS NOT AND WILL NOT BE
SOLD BY CATALOGUE HOUSES.

FANCY GOODS.

IMPORT 1907.

Full lines of German, Austrian and French Goods now
ready for inspection. The lines are full of the kinds
of ware that sell at a profit. If you haven't got them you
can't sell them. You are in business to make money.
Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.



CINDERELLA 1328 OLD DUTCH 1417 ROBIN HOOD 1332 L'ART NEAUVEAU 1342 MARINE 1414

BUFFALO POTTERY JUGS

QUAINT, ATTRACTIVE, POPULAR.

COPYRIGHTED DECORATIONS AND SHAPES AMONG THEM.
THEY'LL BRIGHTEN UP YOUR STOCK AND DRAW TRADE NO
TROUBLE GETTING THE PRICE AND YOU'LL MAKE A GOOD
PROFIT. SEND FOR PRICES AND INFORMATION

BUFFALO POTTERY, Buffalo, N.Y.

Chicago Office
J. A. WILSON
167 DEARBORN ST.

Buffalo Office
A. H. SHARPE
852 MAIN ST.

FOR THE PRESENT,

and until May first, when
we take possession of the premises 28 and 30
West Broadway, which we have recently
purchased,

A. A. BEAN will be at **32 Park Place.**

IMPORT SAMPLES NOW READY.

Mitchell, Woodbury Co.,

BOSTON.

Kohinur Cut Glass Co.,

CUTTERS OF

"THE GLASS OF QUALITY,"

Jermyn, Penna.

**NEW LINE. NEW SHAPES.
NEW CUTTINGS.**

See our new Combination Footed Punch Bowls
and Electroliers. Patents applied for.

A. A. BEAN, 32 Park Place, New York.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

37-39 Murray St., New York.

COMTE d'ARTOIS,

Limoges, France.

Decorated French China

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ³⁶ MURRAY ST.,
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

— No. 2 —

Silver Wedding Lamp.

ALL NICKEL.

COMPLETE, AS FOLLOWS:

B Parlor Burner, 10-inch
Tripod and Chimney.
Also our beautiful Crystal
Satin-finished 10-inch
Embossed Dome—brand
new.

WE quote this Lamp, just as
you see it, at

\$10 Net per Dozen.

This price includes everything—
Lamp, Shade, Burner, Tripod,
Chimney, and Casing. We offer
you big value and guarantee that
you will be more than satisfied.

Make up an order for six dozen,
and we will give you an extra five
per cent.

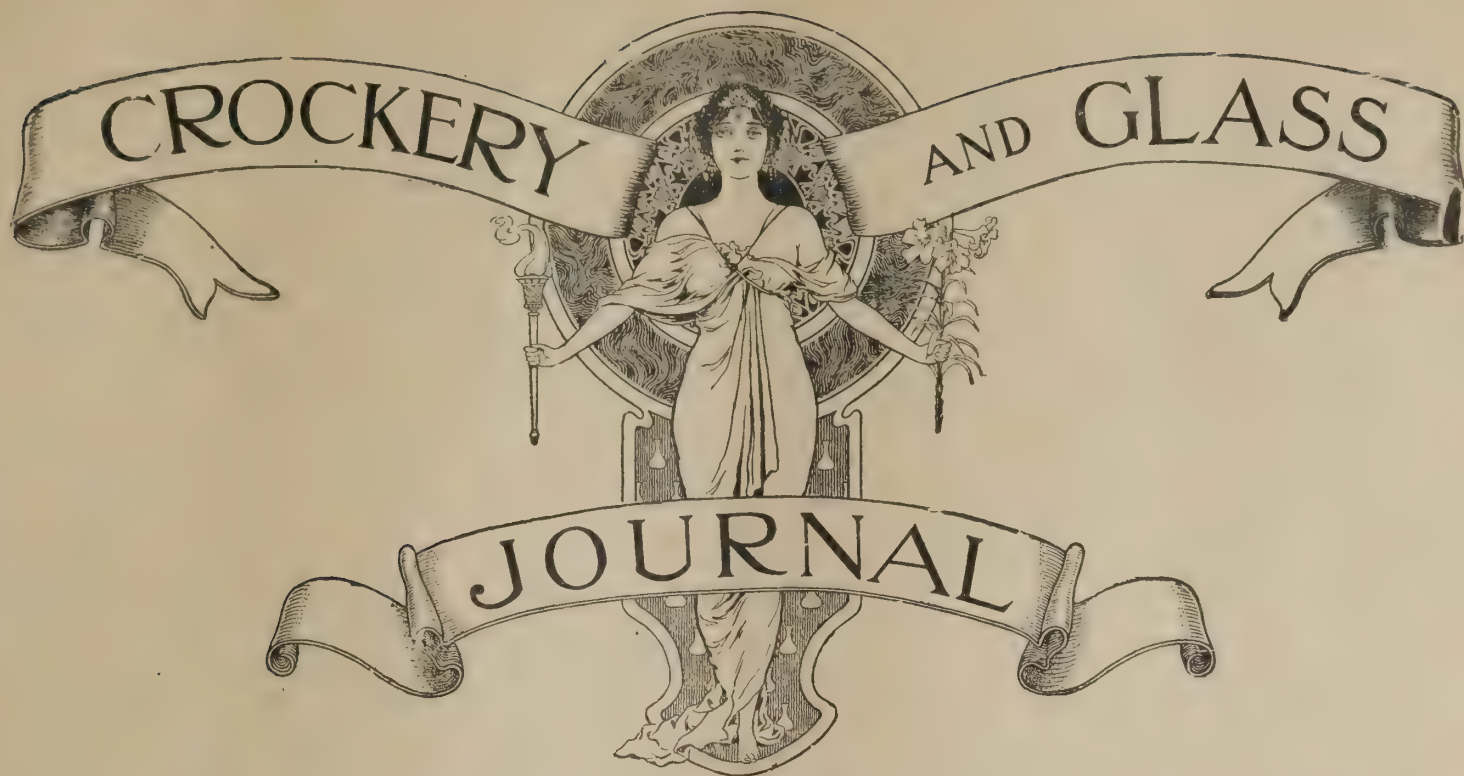
Wm. R. Noe,

53 Murray Street,

NEW YORK.

ONE-HALF SIZE.





NEW YORK, APRIL 11, 1907.

THE CONDITION OF BUSINESS.

Were one to judge the condition of New York trade by a visit to the New York ware-rooms the verdict would be that there was little or no business. The reverse, however, is the case. New York has had its innings, and the scene of activity is merely transferred outside. Business is fully as good as could be expected, and the orders coming in by mail are not only numerous, but of good size. The prospects are very bright, in spite of the fact that a certain class of speculators, for reasons best known to themselves, are preaching discouragement. A little while ago there was an onslaught on stocks. More recently false reports have been coming in of the failure of crops. The truth is that not only is there a larger area of wheat planted than ever before known, but the percentage of yield up to date is greater than for many years. Of course, these false statements are retracted later—after they have served their purpose. As long as we have good crops, and labor is well employed, the commercial world may laugh at the manipulators and pursue the even tenor of its way. The crockery and glass trade is in a very healthy state both at home and abroad, and it will take more than anything now in sight to change conditions. Reports gathered from trade journals and the press generally show that every industry is thriving; but the most conclusive evidence of the real condition of the country may be had from the doings of the railroads. The very fact that they are ordering cars to the utmost limit of the factor-

ies that produce them shows the enormous quantities of goods offered for transportation, whether it be grain from the West or merchandise from the East. The tight money market is another indication of prosperity; for when business is dull money lies idle.

❧

A very satisfactory business is reported at the potteries of this district.

Sebring, O. Every kiln is being worked, and because there has been no shortage of cars in this locality little complaint is made by the trade about belated shipments.

❧

Glass manufacturers in this district are rushed with business. While some of the glass men report collections a little slow, it is said that this is confined chiefly to the jewelry trade. On general lines manufacturers are being rushed with orders.

❧

No previous spring business in the local history of pottery manufacture has probably ever attained the proportions that it has this year. The buying began no earlier than in former seasons, but the demands have continued to arrive for a longer period. Even now, when the business would naturally be expected to fall off very decidedly, the requests are being filed in large numbers.

Their quantity is not the only pleasing feature, either. There is fully as much cause for gratification in the character of the purchases, which have been and are still very largely for the better class of wares.



While the past week was one of the best so far this season for manufacturers, jobbers and department stores, hopes are entertained that the coming week will show even an improvement over orders received during the past ten days. Merchants are anticipating a continuation of the busy shopping season, and this of course will be of material benefit to the manufacturers.



The fortnight just ended, which also closes the first two weeks' business for April, has been a remarkable one in this district. Mail orders have been very heavy. Traveling salesmen report a good demand for new goods for late season trade. Jobbers have been heavy buyers during the week—denoting that the country trade is strong.



All lines are enjoying an excellent run of business here. Art potteries are rushed, while the stoneware and general ware firms announce that they are handling a heavier business than last season.

GOOD SERVICE IMPERATIVE.

WORD as to good service. There is no reason why the service in the so-called popular store should not be as good as that given by the supposedly high class establishments. Then why is it not so?

In the high-class houses good service is as absolutely imperative as heat, light, and a decent place in which to do business. Good service is expected and demanded of everyone connected with the place. The salespeople are educated and trained to it, and it is just as natural for those competent to hold their positions to give the best of which they are capable as it is for them to reach down and show the goods provided for their customers. The majority of the customers who patronize these stores are charge customers.

What weight and influence that charge account carries! When a woman says, "Charge it!" it almost invests her with a title of rank or nobility.

Why cannot the poor cash customer—yes, the poorer class that spend hard-earned wages in the popular stores, the "people's stores"—get a little of the deference shown to miladi who pays when she gets ready?

Well, it isn't the fault of the salespeople. Not altogether. It lies with the management. There is an idea that the service that partakes of refined consider-

ation is not only unnecessary, but out of place with the masses. They would not only fail to appreciate it, but actually resent it.

Well, give it a trial. Insist upon the salespeople giving customers their undivided attention, instead of dividing it up with their fellow clerks. Insist upon their striving to please the customers and giving them the goods that will be likely to please, instead of making the main point to sell as quickly and thoughtlessly as possible. Give the money spenders a square deal, the respect and consideration that is their due, and full attention. They will be quick to show their appreciation.—*Dry Goods Economist*.

NEW YORK'S CHILD LABOR BILL.

SENATOR PAGE'S child labor bill was passed in the Assembly at Albany on Tuesday, after a lengthy debate. The bill now goes to the Governor. It limits the hours of employment of children under sixteen from 8 a. m. to 5 p. m. Mr. Prentice's amendment, which sought to limit the hours from 7 a. m. to 6 p. m., was lost.

COLLECTING CHINA BIRDS.

"THERE'S a fad for collecting these," said an avenue dealer in bric-a-brac, with a gesture that covered an array of china birds. "That's why there are so many of them in stock this season. One of the women who collect them is a customer of mine. She has several hundred. She can afford to have her collection composed entirely of birds from the Royal Dresden factory. That's where the finest china birds come from, of course. A good many people balk at the price of the Dresden birds, and for the customer who is after a cheaper and still thoroughly pretty bird there is that of the Meissen make, which comes at a decidedly lower figure. Only birds that are faithful copies are wanted for these collections, so the collector passes by English and French china birds. I asked my best bird customer what started her enthusiasm for collecting.

"I loved birds to start with," she exclaimed. "On a visit to the Dresden china works some years ago I became captivated by the absolutely perfect reproductions of birds that they turn out there. One was so exact a counterpart of my canary at home that I bought it on the spot. It looked so lonely when I got it back to my hotel room that I went the next day and bought a bluebird to keep it company. Incidentally I bought a bullfinch—and before I knew it a parrot had added itself to my purchases. Even then I wanted more, but my pocket-book called a halt. However, the fever was upon me, and I have been adding to my collection ever since."

"She's up to date with every importation I make;

hurt if I don't send a post card announcing new arrivals. Yesterday she was so carried away by one of these new magpies that she took it with her."

He pointed to a row of glossy black and white birds with impertinent, uptilted tails and downtilted bills. He asked that the iridescent effect wrought throughout the black plumage be noted; also that the wild cherry branch upon which the spirited birds perched be admired.

"The perch standards are as exquisite in finish as the birds themselves.

average purchasers before the more unusual birds dear to the heart of the collector.

"In several collections I know of the object of the owners is not by any means to have each bird of a different species. Birds of a feather flock together in charming groups, each bird in a different characteristic attitude. Nothing could be prettier than, for instance, a cluster of canaries, each in a different pose.

"A collection I am especially interested in has been placed by its owner in a snow-white room which she uses as her morning room. She calls the



THE C. C. THOMPSON PLANT DURING THE FLOOD IN THE OHIO RIVER.
THE NATIONAL CHINA CO. IN THE DISTANCE.

"That barrel has a good many birds in it," he went on, nodding toward a cask which was being opened in front of his shop.

"My lady bird collectors will be round bright and early to-morrow to see what's hidden in that excelsior. There are thrushes and kingfishers in there that won't stay with me long.

"Germany turns out, in china, every bird that flies; so a collection may be as big an affair as one wishes to make. Each bird comes to this country with a paper label under the standard bearing its name.

"This is important in the case of odd birds. Canaries, bluebirds, bullfinches, fly to the hearts of

room her aviary. Her birds are grouped on little shelves and brackets about the walls. Palms, flowers and trailing ivy lend a conservatory atmosphere. Sunshine pours into this unusual sanctum. 'It always puts me in good humor to spend a little time in my bird room,' she says.

"One of my customers got the notion of collecting birds from a London woman, a popular artist who does portraits of royal children. This artist has the mantel of the drawing-room in her cottage in the country covered with china birds. The room is a low-ceilinged, heavily rafted affair, and the line of sprightly colors on the mantel gives a decidedly artistic touch."—*Sun*.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES.

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Of ce, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK. APRIL 11 1907

OTHER PHASES OF THE QUESTION.

THE editorial, "Confirming the Orders," in last week's JOURNAL, together with the letter that inspired it, caused considerable comment among the trade, and naturally brought to light other phases of the question—among them the following:

A traveler secured an order from the buyer for a large house, who promised confirmation a little later, at the same time requesting that the firm should not be asked for the confirmation until such time as the buyer should indicate. The importer forwarded the order to the factory, and in due time the goods were shipped. Immediately word came back that as no confirmation had been given they would not be received, and were held subject to the importer's order. Correspondence followed, until finally it was intimated that if a discount of twenty-five per cent were made the goods would be accepted.

From the manner in which this transaction was conducted on the part of both purchasing firm and buyer it looks very much as if it were a preconceived plan to get the goods at a large discount, trusting that the failure to send the confirmation would be forgotten in the three months which would elapse between the purchase and delivery.

Touching upon the letter in last week's issue, the head of a prominent importing house, commenting on the fact that the salesman spent \$25 entertaining the

buyer, asks the very pertinent question, "Where does courtesy end and bribery begin?"

The answer is a paraphrase—where friendship ends and business begins. And it is a very nice point to determine that. Instances are common where the buyer is entertained at the home of the seller for days at a time, with no thought of wrong. On the other hand, a single dinner for the deliberate purpose of influencing the buyer may be a bribe pure and simple.

NEW POTTERIES IN PROSPECT.

IN view of the admittedly prosperous condition of the general ware industry this year, it is not surprising that there should be rumors in circulation concerning proposed new potteries. The report that John Wick intends to erect a plant in the East Liverpool district, which was at first scouted, is being more seriously accepted nowadays. It is not improbable, too, that potteries may be built this year in Georgia and Missouri. Nearness to clay beds and excellent shipping facilities to great territories at lower freight rates are claimed as advantages. It is further stated that in both States there are many German potters now engaged in other industries who are anxious to return to their former craft.

While all this talk of new potteries is in circulation, little or no effort seems to be in progress to reopen the idle plants in New Castle, New Brighton, Derry and Ford City in Pennsylvania, two in Columbus, O., and one each in Peoria, Ill., and Crooksville, O. As all of these potteries may be secured on advantageous terms, it seems unnecessary for Mr. Wick or any other prospective promoter to spend real money in new brick and mortar.

PERSONAL.

ACCORDING to whisperings from Grafton, W. Va., Dan Cupid and his heart-puncturing arrow have been pretty busy of late in the immediate vicinity of the Tygart Valley Glass Co.'s executive offices. They seem to have found a ready victim in the person of Geo. T. McCaskey, secretary of that concern, who made many friends during his recent visit to New York. Such important details as the fair lady's name and the date of the nuptials have not yet been given out, but the fact that Mr. McCaskey's celibacy is nearing its close is an admitted fact.

J. B. Sheridan, former buyer for the Edw. Malley Co., New Haven, Conn., was in the District a few days ago renewing acquaintances. Mr. Sheridan has just recovered from the effects of a serious attack of

pneumonia. He has made no business arrangements for the future.



Geo. Mortimer, formerly with the Jefferson Glass Co., has been visiting New York for the past few days. Since leaving the Jefferson's employ Mr. Mortimer has been engaged in the glass decorating business.



Leon Sultan, with L. Straus & Sons, left last week for a trip over his regular territory which includes Baltimore, Washington, part of the South, and back by way of Pittsburgh.



Armand Kupper, with Chas. Ahrenfeldt & Son, sailed last week aboard La Touraine, with the firm's factory in Limoges as his destination. He had been in this country about three months.



Henry Witte sailed on the Kaiser Wilhelm II. for Europe, to be gone two or three months.



Among the twenty-eight righteous men selected by the Pittsburgh Chamber of Commerce from among the citizens of the Smoky City we note the name of Thomas Wightman. The wonder is that more glass manufacturers do not appear in the list. Everybody knows that the business could furnish the whole twenty-eight easily enough.



Louis F. Meyer, who has been buying for the Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis, has finished and will leave for home on Saturday night.



S. F. Elkins, manager of the National Glass Co.'s Pittsburgh showrooms, has engaged E. H. Frankston as his assistant.



Frank Knowles, the clay importer, reached New York from East Liverpool last Friday and sailed for Europe the next day aboard the Kaiser Wilhelm der Grosse. He will remain on the other side about three weeks.



Rabbits and eggs were not the only Easter callers at the Chicago home of Albert Pick, of Albert Pick & Co. The stork also made a visit there and left in its mythical wake the most acceptable of all Mr. Pick's Easter gifts—a baby girl.



J. F. Palme has been visiting several of the larger Western cities during the past couple of weeks with samples of the import lines represented by his father, Julius Palme.



F. Gercich has taken charge of the new house-furnishing department opened by the Hammer-Bray

Co., Oakland, Cal. Mr. Gercich was formerly occupied in a similar position with the Dohrman Commercial Co., San Francisco.



L. Lipman is manager of the lamp, bric-a-brac and housefurnishing department in the new Central Department Store, Los Angeles, Cal. F. H. Ellis is buying toys for the same house.



E. F. Schwarz, A. K. Ackerman, J. S. Lauterbach and H. K. Vierlinger, of the Strobel & Wilken Co.'s traveling force, left on their respective routes Sunday.



Louis Brass, who has been abroad making purchases for John Wygand & Co., returned last week.



J. S. Ogden has become affiliated with the road corps of the Roseville Pottery Co., with Michigan and North and South Dakota as his territory. Mr. Ogden was formerly a member of the firm of Ogden, Merrill & Greer, St. Paul, Minn.



Thos. Downs, Jr., the Philadelphia manufacturers' agent, was observed in the downtown district on Monday.



Carl A. Marks, buyer for L. Barth & Sons, this city, is almost a daily visitor in the District. He is bright and cheery, and is always welcome.



S. Long, of Little, Long & Co., Charlotte, N. C., is buying in the market. He is registered at the Gilsey House.



J. H. Nock, Elberton, Ga., spent a few days here last week, and returned home on Monday.



Nat. N. Jacob, of Galveston, Tex., arrived in town last week and expects to be here for about ten days.



Thos. G. Jones, of the Riverside Glass Co., was in town for several days this week. The factory is running full, and additions are being made which will increase the output nearly twenty-five per cent.



Wm. T. Morris, who is now the leading spirit in the new Morris China Co., Trenton, N. J., was in town on Thursday on business.



A. J. Fondeville sailed April 11th for Europe to superintend the shipping of the orders his firm has booked.



W. E. Sheehan has been appointed manager of the Edw. Wren Co.'s china department, Springfield,

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O., and is now in town making his preliminary purchases. Mr. Sheehan was for some years buyer for Kinnane Bros, Springfield, O., and more recently connected in a similar capacity with the Rogers & Williams Co., Cleveland.



Harry D Cox, son of Chas H. Cox, of the former firm of Cox, Parish & Unger, is visiting New York on a vacation. He has for some time been engaged in the development of a gold mine at Cape Gracio, Nicaragua



J. W. Brooks, of Pitkin & Brooks, arrived from Europe on Wednesday, and after a stay of a few hours in the downtown district left for his home in Chicago



Wm. D. Finke has been spending a few days this week at the factory in Honesdale, Pa., of the Krantz, Smith Co., which concern he represents here.



Thos B. Cannon, the newly-appointed buyer for the Edw. Malley Co., New Haven, Conn., has been in town for a few days making his import selections.



S. A. Weller reached town from Zanesville, O., on Wednesday. Another arrival on that day was L. Dorflinger, of Honesdale, Pa. The first-named is registered at the Hoffman and Mr. Dorflinger at the Breslin.



Warren R. Moore has been placed in charge of the crockery and housefurnishing department just opened by Bacon, Chappell & Co., Syracuse, N. Y.



I Sidney Hirsch has resigned from the traveling staff of the Japanese Fan Co. He has made no plans for the future, but is considering a couple of offers

CLAPSADDLE'S CAREER AS SALESMAN.

IT is said that John D. Clapsaddle, who was recently arrested in Buffalo, N. Y., at the instance of the Huntington China Co., which charged him with having obtained \$250 under false pretenses, is no novice at the game. Since his arrest two Western pottery firms have advised the Huntington concern that Clapsaddle had previously worked them in a similar manner. One of these two Ohio potteries, it is alleged, was defrauded out of \$75 by Clapsaddle, and the other wrote that he had "obtained considerable advance money from us and kept us on the anxious seat for several months last fall"

Clapsaddle was with the Huntington China Co. only four weeks, and while he sent in many orders, the firm shipped but six of them. The total ship

ments amounted to only about \$200, and as three of the firms to whom the goods were sent have since agreed to accept them, the pottery will lose but little by the goods returned

Clapsaddle's activity as a pottery salesman seems to have been restricted to his liberal patronage of cafes and the mailing of orders that originated solely in his mind. Apparently, he made little or no effort to secure legitimate orders, but preferred to create them himself without regard in some instances, even, to the existence of the firms purporting to have favored him with business.

According to a message received from Buffalo on Wednesday, friends of Clapsaddle have given the Huntington China Co.'s attorney a check for \$250 in full settlement of the money he received under false pretenses. This money had been furnished to Clapsaddle by the concern for "traveling expenses"

NEW SYNDICATE FORMED HERE.

ANOTHER purchasing syndicate has just made its appearance in New York under the title of the Empire Dry Goods Co. Headquarters have been secured at 10 Greene street. R A McKay, has been chosen resident buyer, and the firms interested so far are: Duffy-McInnerney Co., Rochester, N. Y.; M. O'Neill & Co., Akron, O.; H A Meldrum Co., Buffalo, N. Y.; Jas A. Houston Co., Boston, Mass.; and the Sweeney Co., Buffalo, N. Y. Following are the officers: President, P. A. O'Connell, Boston; vice-president, M. O'Neill, Akron; secretary, T. H. McInnerney, Rochester; treasurer, H A. Meldrum.

PATRICK GILL IS DEAD.

AFTER an illness lasting only a couple of days, Patrick Gill, of Gill & Co., died at his home in Philadelphia last Monday morning. The funeral takes place on Friday. A widow and several sons, the latter of whom are all connected with the glass industry, survive him. He also leaves a brother, Jas F. Gill, who was associated with him in business for many years and up to the time of his death. No change in the policy of Gill & Co. will occur because of the death of Mr Gill.

The deceased was born in Brooklyn in 1842 and had been identified with the glass industry from boyhood. He learned his trade in the State Street Glass Works, Brooklyn, and afterwards accepted a position with the Plymouth Street Glass Works, same city. In 1873 he went to Philadelphia and secured employment with Gillinder & Co., from which position he resigned in 1875, when he and John McCrea formed a partnership to operate the old Washington Flint Glass Works. When Mr. McCrea retired, Mr. Gill

took in Jas. J. Murray, since deceased, as his partner. Some years later the interests of Mr. Murray were purchased by Mr. Gill and his two brothers, Jas. F. and Michael. They not only enlarged and improved the factory then being operated, but also bought F. Hormann & Son's plant on Salmon street. It was to the latter factory, which produced opal ware, decorated lamps, etc., that Mr. Gill devoted almost his whole attention. The old Washington plant, devoted to the manufacture of gas and electric glassware, has been supervised by his brother, Jas. F. Gill. The third brother, Michael, died several years ago.

Mr. Gill enjoyed a more intimate relationship with his employees than most manufacturers. By nearly all of them he was addressed only as "Gaffer," the trade name in the glass industry for the head of a shop. A notable illustration of his popularity with the workmen under his direction is found in the fact that several of them have been in his employ from the time he started in business.

AT PITTSBURGH.

AMONG the salesmen displaying their wares at Pittsburgh the past week were Edwin Stout, representing the Mayer Pottery Co., of Beaver Falls; W. L. Woodward, with the Warwick China Co., Wheeling; H. W. Leopold, with the Huntington China Co., Huntington, W. Va.; T. T. Fryer, with the Tajimi Trading Co., of Boston; and Harry Thomas, with A. L. Tuska, New York.

The Bawo & Dotter exhibit at the Hotel Anderson is creating considerable talk throughout the district. It is possible that three rooms will be occupied before the "show" closes in May. Mr. Herr came on from Baltimore a few days ago, and his line was added to the imports already displayed. Orders are reported very brisk.

CHILD LABOR LAW IN NEW JERSEY.

GLASS manufacturers were largely represented at a recent hearing at the State House, Trenton, on the Alexander child labor bill, which fixes the age limit for children working in factories at night at sixteen years, instead of fourteen, the limit under the present law. Those who spoke in behalf of the glass interests explained that the raising of the age standard would seriously affect them. They expressed a disinclination to employ colored women in place of the boys, as has been done in glass factories in other States, but said they would be compelled to do so if the Alexander bill was passed. They also declared that many widowed mothers and families with limited resources were largely dependent upon the wage earning of boys who were employed at

night. At this writing no action had been taken with regard to the bill.

PRESIDENT RIPLEY'S DENIAL.

AN over-zealous advocate of child labor legislation in Pennsylvania, Mrs. Mary Negley, recently created something of a sensation by her declaration that she had found children on the Southside, in Pittsburgh, who had lost the sight of one eye from sparks in glass factories. D. C. Ripley, president of the United States Glass Co., has replied to Mrs. Negley's statement with considerable vigor, and denies the allegation in this manner:

"There are three glass concerns on the South Side—the D. O. Cunningham Co., manufacturing bottles; the Macbeth Evans Co., manufacturing chimneys; and the United States Glass Co., manufacturing lamps and tableware—and the management of all three factories stand ready to make an affidavit that they have never seen or heard of a boy losing sight of an eye while employed in the glass house."

TILE MANUFACTURERS' NEW BUREAU.

THE tile manufacturers of the United States have established in Washington, D. C., a bureau of exploitation for their wares under the direction of Karl Langenbeck and a corps of assistants. The idea is educational as well as to show the representatives of other countries what can be made and is being made in the United States in all kinds of tile. The industry is growing immensely, and has assumed large proportions in a comparatively few years. The bureau will be used in connection with fifty scholarships endowed by the tile manufacturers in the industrial schools of Boston, New York, Indianapolis and other cities, for educating the tile maker to a greater perfection in his art.

COMPENSATION.

A little china figure on a little bracket sat.
His little legs were always crossed; he wore a little hat.
And every morning, fair or foul, sunshine or shadow dim,
A pretty little housemaid came and softly dusted him,

She took him up so gently and with such a charming air,
His china heart was melted quite. He loved her to despair!
All day he sat and thought of her until the twilight came,
And in his fitful dreams at night he softly breathed her name.

One day, while being dusted, in his joy he trembled so,
Because of her dear presence, that, alas! she let him go.
In vain she tried to grab him back. Fate willed that they should
part.
He fell against the fender edge and broke his fragile heart!

She gathered up the fragments and told a little lie—
Expounding to her mistress how the cat had made him die.
And on the following morning, when the shutters back were thrust,
She spoke his little epitaph: "There's one thing less to dust!"



IT is unquestionably dull in and around the District. The absence of the road men and the frequent departures of principals to Europe, combined with the scarcity of visiting buyers, make the showrooms very quiet. The bookkeepers and order clerks, however, are busy, as the traveling fraternity are doing good work.

The Schierholz line introduced this season by Chas. Ahrenfeldt & Son is one of the cleverest fancy goods lines shown in a long time. The subjects are interesting, and as they are moderate-priced considering the quality of the work, it is no wonder they have taken well. The factory has a large producing capacity, and it is not yet too late to place import orders.

Several new designs are shown on the china tea strainers at Bawo & Dotter's. The flanges are tinted in maroon, blue or green, stencilled with gold lace, and the bowls are ornamented with festoons of tiny roses. China tea strainers are increasing rapidly in use, not only because of their superior beauty as compared with tin, wire and aluminum strainers, but also on the score of cleanliness.

Among the several fruit subjects that appear in Blakeman & Henderson's exhibit is a reproduction of apples that deserves special reference. The painting is by Sena, one of France's most expert ceramic artists, who has been particularly successful in his employment of fruit motives. The apples are so natural-looking as to almost tempt one's appetite, and their fidelity to nature is increased by the cleverness with which the leaves, stems and branches are imitated. This decoration appears on all of the fancy pieces in the Blakeman & Henderson line.

Teapots represent the latest ceramic departure for the Clifton Art Pottery Co. There are six different shapes in this assortment, and each is shown in four sizes. All of the colorings and decorative designs popularized by this concern have been employed

in the garbing of these pots, among which are the crystal patina, matt green, turquoise blue and Indian. The shapes are noteworthy for their distinctiveness.

Hamburger & Co. are showing an attractive lot of fine vases from some of the best European factories. They are varied in design, quality and price. Their dolls and toys offer attractions which buyers so far have found irresistible, and there is no reason why those who are yet to come should not fall in line.

Wm. R. Noe shows on another page in this issue a lamp which, unless we are mistaken, will cause the trade to sit up and take notice. It is larger than the ordinary lamp of its kind, and with all the trimmings furnished complete is unquestionably a bargain at the price quoted. Besides this Mr. Noe has many other "leaders" and a range of novelties that defies description. He is a specialist in specialties, besides carrying the most exhaustive stock of lamp goods found anywhere. In fact, there is no other store just like his. He will shortly have something new to show in a substitute for a candle which will prove a revelation.

A jardiniere modeled in close imitation of a wicker basket is one of the several new arrivals from the A. Radford Pottery Co. The side of the "jar" possesses an embossed replica of flowers which seem to have fallen from the top. The jardiniere is presented in four sizes and several styles of blended glaze effects.

More than ordinary artistic merit is embodied in the lamp bodies that S. A. Weller proffers this season. The forms are unvaryingly graceful and pleasingly different from those created by competitors. An especially attractive one has the nude figure of a man in strong relief clambering upon the shoulder of the vase. Another shows a heavily-embossed eagle in flight, and still another depicts a bird perched on a tree limb that entwines the vase. Other ideas equally deserving of complimentary allusion are exploited

in this connection. The colorings are in matt green, blue, brownish red and other attractive tones.

The line of toilet ware shown by Robt. Slimmon & Co. is one of the best ever put out. There are more than twenty shapes, and an immense variety of decorations, covering a wide range of prices. They have succeeded in producing shapes entirely different from anything in the market, and all good. They certainly deserve to be seen.

Robert H. Yarwood, who has retired from the buying field to become a manufacturers' agent, has engaged space in the rear of Paul Joseph's showroom at 55 Park Place. He assumes charge on May 1, when the present occupants, C B. and J. Warner, remove to 19 Park Place, where they have leased a store floor and basement.

Zeh & Co., who were burned out a few weeks ago, settled with the insurance company last week. They will dispose of the stock on hand and retire from business May 1.

That haven of the thirsty at the corner of West Broadway and Park Place is no longer "Henry's Place." Mr. Kuesel, suffering from impaired health and an embarrassment of riches, has retired from its proprietorship after a career of about a quarter of a century. He will live easy in the future.

MONEY IN DISCOUNTS.

PROGRESSIVE merchants have long since realized that all merchandise has at least two prices, a spot cash price and an any-old-time price. The merchants who buy their goods "right" pay spot cash for them. The merchants who *think* they buy them right let their bills run on to maturity, and some even go so far as to let them run "a little longer," and hence have to pay interest on overdue balances.

What are cash discounts, anyway? Are they not largely practically trade discounts? They have for years ceased to be mere "interest" allowed for prepayment. For, oftentimes, while banks will gladly advance to reputable merchants as much as they can use at the rate of four or five per cent *a year*, these same merchants, by discounting certain bills, can so use this borrowed money as to bring them in (in discounts) returns that are equivalent to over fourteen per cent. a year, and in some cases even a much higher percentage.

If our readers could look over the books of some of the best-known and best-managed establishments of this country, they would learn that practically their entire yearly net profit consists of the discounts they are able to deduct in paying for goods bought. Practically this means that if these firms were to let their

bills run to maturity they would make very little money, if any at all.

Correctly expressed, a merchant who buys goods subject to two per cent. ten days (sixty days net), by "discounting" such bills—that is, by paying them in ten days, or fifty days earlier than maturity—will get a discount which, while it seems to be only two per cent., is in reality at the rate of over fourteen per cent. a year. In a word, any cash discount—even if it is, for example, only one per cent (ten days) on a bill which otherwise would be net in thirty days—is far more than it seems to be. In this one per cent case the merchant who pays in ten days (and deducts the one per cent) is getting an allowance that is equivalent to interest at about eighteen per cent. a year.

What can be accomplished by merchants who discount everything can be seen from the following figures: On bills aggregating about \$314,000, one Eastern firm earned, during 1906, nearly \$11,000 in cash discounts. Another retailer who, in 1906, bought about \$400,000 worth of goods, earned in discounts about \$13,000. Other merchants, and among them some whose volume of business is much smaller, proportionately do even much better.

When dealing with reputable houses it pays to discount your bills.—*Dry Goods Economist.*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar 23, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 23 '07	Correspond ing period 1906
Boston	73	205	1406	1578
New York ..	117	67	1667	1278
Baltimore ..	459	353	476	3220
Philadelphia.....	20	69	513	398
New Orleans ..	538		2017	756
Newport News....	51	....	294	305
San Francisco.....	39		184	248
Portland (Me.)...	125	51	2123	252
Galveston.....	....	....	310	209
Portland (Or.)...	....	....	20	385
Inland Points.....	....	213	117	241
Total ..	1421	958	13362	11370

From the Freight and Shipping Circular of John Edwards & Co
Liverpool

TO	Shipments week end'g Mar. 23, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 23, '07	Correspond ing period 1906
New York	117	67	1546	1407
Boston ..	57	205	1062	1696
Philadelphia..	20	69	494	373
Baltimore ..	458	353	4624	3278
San Francisco....	39	....	134	218
New Orleans ..	538	....	1865	996
Portland (Me.) ..	14	51	1155	254
Galveston .....	....	....	185	190
Newport News....	51	....	289	190
Portland (Or.)...	....	....	20	385
Inland Points.....	....	215	33	3813
Total ..	1294	960	11413	12800



AMONG THE POTTERIES

It was officially announced during the past week that the kiln capacity of the general ware plants increased eighteen kilns in 1906 over 1905. It is also announced that while the general ware production of 1905 was \$15,015,543, the reports for 1906 will show the production to be over \$16,000,000. While the profits for 1906 are rated low, yet the year was one of the most active ever experienced by the manufacturers.

There is a rumor abroad that in some sections of the country price lists for domestic pottery are not being upheld. Manufacturers here, however, continue to assert "one price to all."

Harry A. Keffer, of the Sevres China Co., has returned from a six weeks' jaunt through the West. "That section is prosperous and buying heavily," says he.

George Goodwin, of the Goodwin Pottery Co., is back at his desk after a week's stay in New York.

Samuel Levy, of Brooklyn, N. Y., placed some exceptionally heavy business with several factories here on his recent visit.

Orders for future delivery are heavier than ever experienced. There isn't a factory in the district but what has enough business on its books to keep the plant in active operation from one to four months.

Local salesmen who have returned from western New York territory report heavy orders for domestic pottery, both for immediate and future delivery.

Horace Gray, president of the Cincinnati Glass and China Co., spent some time here last week hurrying up shipments. He reports a very satisfactory business throughout the South.

Harry R. Wylie, secretary of the Huntington China Co., Huntington, W. Va., spent several days in the district recently.

F. B. Meed, representing the Harker Pottery Co.

in New York and Western Pennsylvania, is home after a successful spring trip.

There is a strong demand throughout the district for specialties. The souvenir trade is growing at a rapid pace.

Fred Kline, representing the Sevres China Co. from Maine to the Gulf, is home from his spring trip. "Good business, country prosperous, and people want their goods quickly," he reports.

Practically every manufacturing pottery in the East Liverpool district has gone back to gas for fuel.

Hugh A. McNicol, of the Potters' Co-Operative Co., has gone to West Baden, Ind., where he will spend a fortnight for the benefit of his health.

The business coming in from the South is remarkable. The best lines are in demand, and no quibble is raised about prices.

Good crops in the West are making business from that part of the country very heavy. Early delivery is almost universally urged.

A heavy demand prevails for dinner ware, and the higher priced ware appears to be selling best.

A new dinner shape will be placed before the trade by the D. E. McNicol Pottery Co. soon.

W. C. Evans, of T. G. Evans & Co., Pittsburgh, spent several days in the district during the past week placing business.

H. A. McNicol is deriving added pleasure from life nowadays because of his possession of a thirty horse power White steamer.

A general improvement in the lines of the Globe Pottery Co. has been evidenced since the first of the year. The body and glaze are both excellent, and the decorations imbue the ware with an individuality all its own. A new dinner and toilet shape will be exhibited within a few weeks, and a line of novelties

with exclusive decorations is being prepared for the July trade.

* *

Miss Carrie Richey, daughter of John A. Richey, formen of the Knowles, Taylor & Knowles Co.'s decorating department, was the victim of a daring highway robbery here last Saturday night. Miss Richey was returning home from a visit to the shopping district about 9:30 o'clock when the highwayman attacked her. After striking the young woman twice and rendering her partly unconscious, he snatched her purse and ran. Small booty rewarded him, for it contained only twenty cents.

✂

Plans have been perfected for a reorganization of the Willets Mfg. Co. **Trenton.** Willets has retired from the presidency, and Edmund R. Willets, formerly secretary of the concern, has been chosen as his successor. Daniel Willets remains vice president and will also act as secretary. The new treasurer is Richard R. Hutchinson. An increase has been made in the number of directors by the election of John Maddock, of John Maddock & Sons Co., J. Ridgeway Fell, Counselor Francis C. Lowthrop and Mr. Hutchinson. It is proposed to adopt a more aggressive policy in the future with the idea of increasing the firm's business. The plant has a capacity of thirteen kilns and has been operated by the Willets since 1870.

* *

Thos. W. Pinder, with the Cook Pottery Co., started for the West on Sunday night with an extensive assortment of samples. Mr. Pinder's territory in that section has recently been considerably enlarged.

* *

Arthur J. Podmore, formerly with the Trenton Potteries Co., was recently the guest of honor at a dinner in Camden, N. J., arranged by the employees of the Camden Pottery Co. The occasion marked the first anniversary of Mr. Podmore's connection with the plant in the capacity of superintendent.

* *

Assemblyman Tumulty's bill, prohibiting the employment of children under fourteen years of age in any mercantile establishment, was defeated in the Legislature here several days ago. It was opposed on the ground that the school law already provided for such a prohibition.

* *

Holmes S. Green, formerly a member of the local lamp manufacturing concerns of John D. Boyd & Co. and the General Mfg. and Supply Co., is now general manager of the Independent Brick Co., which has its yards about two miles from this city.

✂

At a recent meeting of the stockholders of the S. H. Brown Pottery Co. the following directors were chosen: C. W. McCoy, of Lancaster; Prof. W. G. Calhoun, E. S. Taylor, C. C. Carpenter, S. H. Brown and B. L. Taylor, all of Crooksville. S. H.

Brown was chosen president of the company and superintendent of the plant, and B. L. Taylor was made secretary and treasurer. It is proposed to start the work of construction at once. The plant will consist of a two-story brick fire-proof building 120 x 48 feet, and drying sheds 66 x 140 feet. There will be five kilns.

✂

Orders continue heavy at the **Chester, W. Va.** Taylor, Smith & Taylor plant. The firm is shipping the bulk of its product in carload lots. New decorations are being selected by Col. W. A. Rhodes for dinner shapes, which will be presented to the trade at an early date.

* *

Remarkable activity prevails at the plant of the Edwin M. Knowles China Co. Current demands are heavy, and they have a number of orders for future delivery.

✂

Announcement is made that another **Sebring, O.** pottery is to be erected here by the Oliver China Co. It will have a capacity of six kilns, and it is said that its construction will differ materially from any other plant of the kind in the district.

✂

The contract for the remodeling of **Columbus, O.** the plant of the Columbus Pottery Co., near Chaseland, has been awarded by the American Mutual Pottery Co. Fires have been started in the kilns to complete the burning of the ware interrupted by the fire that partially destroyed the factory. Operations in all departments are anticipated by May 1.

✂

The Ohio China Co. has just placed **East Palestine, O.** a new line of jugs and steins on the market, and from early orders received it is expected they will have an exceptional run.

✂

Sixteen of the twenty-four decorating kilns at the Homer Laughlin China Co. are in operation, **Newell, W. Va.** and the entire battery will be ready for use within a fortnight. About 800 people are now at work here, and additions are constantly being made. The new office will be ready for occupancy within a fortnight. Work on the sample room is progressing rapidly. The room, containing polished hardwood floors and having over 50,000 square feet of space, was opened on Thursday night by a dance—the first event of the kind ever given in a sample room in the West. It was for the benefit of the Newell volunteer fire department. George W. Clark, Western representative of the company, is back home from a three months' trip. The success of the Newell park is due to the efforts of Mr. Clark, and he expects that the pet seals, deer and burros will prove the children's delight this season.



Buying was good in all lines during the past week. Tableware and staples were among the best sellers, however. Orders for Easter goods far exceeded those of last year. Manufacturers report collections good from all parts of the country.

"Jobbers should not hold back until the last minute and then send their orders in with the expectation that they will have immediate attention," announced the head of the commercial department. "Factories are so rushed on all their lines now that the jobber should order as soon as he discovers that the stock of any one article is low."

In the new line of utility lamps now being shown by the United States Glass Co. is a one-piece design with a clinch-on-collar.

"Business in the South was never better," remarked Stuart C. Duncan, of the Peaslee-Gaulbert Co., Louisville, Ky., when he was here placing orders last week.

Manufacturers' agents announce that the country buyer is placing heavier orders than ever before.

Cut glass manufacturers assert that the demand for this line of goods is constantly increasing.

Manufacturers of gas and electric glass supplies assert that this line of goods was never known to sell as well as now. The factories are crowded with orders, and are begged to rush shipments. Duplicate orders have been exceptionally strong.

Jobbers should hurry in their orders for lamps; otherwise they will be unable to get the goods. The demand for all lines of lamps is very strong.

Improvements of an important character are contemplated by the management of the Riverside Glass Co. These changes are necessary in order to keep up with the increased and increasing business of the company.

T. H. Howard, president of the Monaca, Pa. Phoenix Glass Co., is spending several days in Florida. His work is being looked after by George F. Weir, who recently returned from a jaunt through the South. The Phoenix factories are being worked to the limit in all departments and are making prompt shipments.

The American Glass Specialty Co. is handling a very satisfactory business this season. The souvenir trade is now at its height.

Arrangements have been completed to put on two more furnaces at the plant of the Rochester Tumbler Co. One tank and two furnaces are being worked now. Fire and flood caused the company no end of annoyance, but by dint of hard work matters have now assumed a normal condition.

Operations have practically been resumed in full at the Keystone factory. A new roof has been completed, and no one would notice that the plant had been damaged by fire.

"We are filled with orders," remarks General Manager Irwin, of the Beaver Valley Pot Co. Which is a criterion of how busy the glass manufacturers are.

"We would increase our force fifty per cent.," announced President Johnson, of the Rochester Cut

Glass Co, "and make an addition to the plant if we could get the operatives."

New patterns are contemplated by the H. C. Fry Co. for the late trade. The company is continually adding new designs to its already large line.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
April 9, 1907.

BRISBEN

12 packages glassware.....	L Straus & Sons
119 " "	Miscellaneous Orders
51 " earthenware.....	Karl Hutter
8 " "	L D Bloch & Co
35 " "	Geo Borgfeldt & Co
3 " "	N Wapler
67 " "	Strobel & Wilken Co
79 " "	Miscellaneous Orders
251 " toys.....	Geo Borgfeldt & Co
11 " "	L H Mace & Co
8 " "	F A O Schwartz
1 " "	Samstag & Hilder Bros
20 " "	A Steinhardt & Co
34 " "	G W Travers
132 " "	Strobel & Wilken Co
75 " "	Miscellaneous Orders

COPENHAGEN

94 packages glassware.....	Brown Bros
358 " earthenware	Geo Borgfeldt & Co
1 " "	Christian Scherfig

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
13 " "	G F Bassett & Co
88 " "	Geo Borgfeldt & Co
8 " "	J Davison
7 " "	O Goetz
11 " "	Krauth, Nachod & Kuhne
27 " "	Maddock & Miller
4 " "	Meakin & Ridgway
10 " "	J S Robertson
9 " "	L Straus & Sons
16 " "	Strobel & Wilken Co
14 " "	Miscellaneous Orders
8 " glassware.....	J Davison
9 " "	Strobel & Wilken Co
4 " "	Miscellaneous Orders
13 " chinaware.....	C Ahrenfeldt & Son
9 " "	Bawo & Dotter
26 " "	Endemaun & Churchill
12 " "	Strobel & Wilken Co
20 " toys.....	" "

ANTWERP

117 packages glassware	B Gunthel
7 " "	J M Shaw & Co
147 " "	Miscellaneous Orders
16 " chinaware.....	Wm Guerin & Co
8 " earthenware	G F Bassett & Co
4 " "	Koscherak Bros
2 " "	L Straus & Sons
19 " "	Strobel & Wilken Co
141 " "	Miscellaneous Orders
27 " toys	Strobel & Wilken Co

FIUME

10 packages glassware	J Palme
80 " "	L Straus & Sons
28 " "	F W Woolworth

LIMOGES

135 packages chinaware.....	W L Briggs
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HAMBURG

8 packages glassware.....	Fensterer & Ruhe
1 " "	Chas Ahrenfeldt & Son
8 " "	Geo Borgfeldt & Co
8 " "	L D Bloch & Co
3 " "	F Bing & Co
112 " "	Eimer & Amend
6 " "	Koscherak Bros
10 " "	Kny-Scheerer Co
5 " "	L Straus & Sons
18 " "	Strobel & Wilken Co
187 " "	Miscellaneous Orders
66 " earthenware.....	Geo Borgfeldt & Co
1 " "	C Ahrenfeldt & Son
7 " "	F Bing & Co
42 " "	L D Bloch & Co
5 " "	Bawo & Dotter
5 " "	G F Bassett & Co
56 " "	Eimer & Amend
100 " "	O Goetz
2 " "	B Illfelder & Co
60 " "	Hamburger & Co
18 " "	J Palme
2 " "	L Straus & Sons
29 " "	Strobel & Wilken Co
76 " "	Miscellaneous Orders
15 " toys	Samstag & Hilder Bros
39 " "	B Illfelder & Co
8 " "	A Steinhardt & Co
32 " "	Strobel & Wilken Co
169 " "	Miscellaneous Orders
6 " harmonicas.....	Strobel & Wilken Co

MANCHESTER

15 packages toys.....	Strobel & Wilken Co
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TRIESTE

121 packages glassware.....	A L Crawford
119 " "	Endemann & Churchill

ROTTERDAM

8 packages earthenware.....	L Straus & Sons
4 " "	L D Bloch & Co
299 " "	Geo Borgfeldt & Co
2 " "	Fondeville & Van Iderstine
6 " "	Strobel & Wilken Co
67 " "	Miscellaneous Orders
14 " glassware	L Straus & Sons
19 " toys	B Illfelder
88 " "	F A O Schwartz
14 " "	Strobel & Wilken Co

SOUTHAMPTON

13 packages chinaware	Bawo & Dotter
10 " "	Blakeman & Henderson
54 " "	Paroutaud & Watson
23 " "	L Straus & Sons
11 " "	J H Venen

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

22 packages earthenware.....	Jones, McDuffee & Stratton Co
3 " "	Stone & Downer
78 " "	Mitchell Woodbury Co
121 " "	Miscellaneous Orders

ANTWERP

7 packages earthenware	Roden Bros
8 " "	A Stowell Co
55 " "	L Wolf & Co
88 " "	Miscellaneous Orders

LONDON

89 packages earthenware	Miscellaneous Orders
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IN TOWN.

Abbreviations—c, crockery; g, glass; nf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

J H Reese, with Hager & Bro, c, Lancaster, Pa. Breslin.
 J A McHattie, with Reid & Hughes Co, hf, Norwich, Conn. Hermitage.
 Nat N Jacob, c, Galveston, Tex.
 R W Vincent, with J W Robinson Co, hf, Los Angeles.
 G N Everett, with Woodward & Lothrop, hf, Washington. Latham.
 J J McGinley, with Callendar, McAuslan & Troup Co, hf, Providence, R I.
 R J Calm and A J Kline, with Dives, Pomeroy & Stewart, hf, Reading and Harrisburg, Pa.
 A D Mead, of Mead Bros & Co, hf, Charleston, W Va. Imperial.
 E F Jones, of Jones & Andette, t, Jamestown, N Y. Grand.
 W Katzenstein, with L Lauer, t, Baltimore. Broadway Central.
 A R Harwood, with Marshall Field & Co, t, Chicago. Prince George.
 Wm Coleman, with M Goldenberg, hf, Washington. Normandie.
 G H Hutzler, of Hutzler Bros, c, Baltimore. Grand.
 F Harper, with R Weill & Co, hf, San Francisco. Herald Square.
 T S Mayer, with Filene's, hf, Boston. Breslin.
 A Kipp, of Kipp Bros Co, t, Indianapolis. Albert.
 Jno Sloan, l, Galt, Ont.
 Richard Conlan, with Geo Richards Co, l, Dover, N J.
 N Berman, l, Port Henry, N Y.
 G W Schermerhorn, with P A Stowell & Co, l, Syracuse.
 Frank E Fenner, l, Waterbury, Conn.
 C P Gilkinson, with Duffy-McInnerney Co, t, Rochester. Victoria.
 W Klein, with Albany Hosiery and Noion Co, t, Albany. Gerard.
 W P Dodson, of Dodson-Fearing-Millar Co, t, Norfolk. Broztell.
 W E Sheehan, with Edw Wren Co, c, Springfield, O.
 J W Brooks, of Pitkin & Brooks, c, Chicago.
 Frank C Boyland, with Duffy-McInnerney Co, c, Rochester.
 Thos B Cannon, with Edw Malley Co, c, New Haven.

BUSINESS BRIEFS.

The Alward Glass Co, Des Moines, Ia., has been chartered with \$10,000 capital.

C. O. Forbis's china and furniture store, Greengberg, N. C., has been destroyed by fire.

Chas. J. Wynkoop, for many years china buyer for The Leader, St. Joseph, Mo., died recently.

The Whitehouse Department Store, St Paul, Minn., has added a china and cut glass department

Fire caused \$200,000 damage last Saturday afternoon to the building at the corner of Washington and Laight streets, which has had the Union Pacific Tea

Co. among its occupants. The latter's office was totally destroyed and temporary quarters have been established in a building directly opposite.

With \$2,500 capital, the Schmidt Gas and Electric Fixture Co., this city, has been incorporated. Incorporators: F. D. Sullivan and H. A. Schmidt, all of the Bronx.

Incorporation papers have been filed by the Wolinsky Crockery Co., this city, with \$1,000 capital. Incorporators: Morris and Jacob Wolinsky and Benjamin Ztolzky.

Upon the petition of creditors L. McBride, a Missoula, Mont., crockery merchant, has been declared an involuntary bankrupt. Fred C. Morgan has been appointed receiver.

Herbert J. Boyd, importer and wholesaler of china, etc., Winnipeg, Can., writes us as follows: "Notwithstanding the serious inconvenience caused by the recent fire in one of our warehouses and the temporary suspension of shipping, we are now installed in our new premises and again in a position to attend promptly to the requirements of our friends throughout the country"

COMMISSIONS DUE WHEN EARNED.

IN answer to a request for information as to whether a traveling salesman is legally entitled to draw his commissions on orders accepted, or whether he must wait because of the possibility that "some of the futures might be cancelled," the *Journal of Commerce* says: "If there is no agreement to the contrary, an agent's commissions are earned as soon as the sale is made and accepted, and commissions are due and payable as soon as earned, if there is no agreement for credit. This is the view which the law takes of the matter. In our present correspondent's case the agreement is that the agent is to have "commissions on orders accepted. It is a verbal agreement, but we assume that it was made under such conditions as to render it valid. We are not informed in what State it was made, nor whether it was to continue for a year, or more, or less. Supposing it to be a valid contract, it evidently and expressly assures the agent his commissions on all orders accepted; it can make no difference to him whether the order is afterwards filled or not. If the seller refuses to fill it, that is his own fault; if the buyer declines to accept the goods the seller has his remedy against him. The commissions being once earned, and there being no express agreement that the agent is to wait for his money to the end of the month, or until delivery of the goods, or any other specified future time, the money is due the moment it is earned. A person to whom money is due is never bound to extend credit for it unless there is a contract to that effect. There is no more reason

for delaying payment to the date named by the employer in this case than there would be for delaying it for six months or any other definite period "

IN THE HOUSEFURNISHING WORLD.

John Fetterman's Sons' wooden bowl factory, Itta Bena, Miss., was burned recently Loss, \$4,000.

Amelia Hallard, broom manufacturer, Boston, Mass., has filed a voluntary petition in bankruptcy.

Lightning recently struck the Ohio Pail Co's plant, Middlefield, O., and caused its destruction by fire.

Application has been made for the appointment of a receiver for the Mergenthaler Horton Basket Co., Paducah, Ky.

Removal is to be made of the Bridgeport Wood-ware Mfg. Co.'s plant from Bridgeport, Ala., to Selma, same State.

W. F. Crane has sold his department store in Stanley, Wis., to Jos. Cohen and will open a wooden-ware factory at that place.

The death occurred recently of Wm. B. Thayer, secretary-treasurer of the Emery, Bird, Thayer Dry Goods Co., Kansas City, Mo.

Henry Talmage has been appointed receiver in bankruptcy for Dora Levin, housefurnishing goods dealer, 1664 Madison avenue, and 1353 Fifth avenue, this city.

The largest independent brush and broom factory in the country, the Amsterdam, N. Y., Broom Co., was recently destroyed by fire. Loss, \$100,000. It will be rebuilt immediately.

The Grafton, W. Va., Woodworking Co. has been chartered with \$100,000 capital and has taken over and merged the R. W. Kennedy Co., O. G. Augir & Co. and S. A. Shackelford & Co.

The Joseph Horne Co., Pittsburgh, Pa., is to have a building erected in the rear of its present establishment. It will probably be the same height as the main building, which is six stories, with a finished basement.

A permit has been issued for the erection of a five-story addition to the store of Lit Bros., Philadelphia. The building will occupy 701-705 Market street, and 6-8 North Seventh street. The property was purchased some time ago by Lit Bros. for about \$450,000.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE

HELP WANTED.

WANTED—Young man capable of selling cut glass, portables and lamps by an established firm with headquarters in New York. Salary and commission. Address Box 462, this office.

SITUATIONS WANTED.

WANTED—Position as manager of decorating department in a good, reliable glass works. Understand glass decorating in all its branches, also deep and white etching. Best of references furnished. Address Box 459, this office.

YOUNG, experienced traveling man, with clean record and best of references, wants to represent first-class factory or jobbing house in New England territory. Has established trade. Address Box 461, this office.

FOR SALE.

FOR SALE CHEAP—Several high-grade tables, some cloth covered and some mirror-top. Also two fifteen-foot counter cases. C. DORFLINGER & SONS, 36 Murray St., New York.

FOR SALE—Kitchen furnishing and china store in a thriving New England city of 70,000. Established in 1885. New store, 50 x 100; two floors. Location the best; business increasing every year. Owner wants more time for outside matter. Store always made money. Rare chance. Address H, this office.

TO LET.

TO LET—Part of showroom (recently decorated and with shelving) in the Crockery Exchange Building, 25 West Broadway. Rent low to satisfactory party. Apply to GILL & Co., room 41.

Buy Cut Glass Right.

We are the originators of the figured blank. Others, even Baccarat, TRY to imitate us.

Fry Glass is Quality and Value Combined, and of a Rare Brilliancy.



10 Keystone Bowl, with or without foot.

CAPACITY OVER LAST YEAR IS DOUBLED.

We are one of the largest cut glass producers in the world.

H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

LIMOGES AND ALTROHLAU CHINA

from their own factories.

Also

A New Line of Fancy Goods from C. G. Schierholz & Sohn,
PLAUE,

solely controlled by them.

TRADE MARK



ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all
our Specialties. White and Dec-
orated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK



ON DECORATED CHINA

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St. Boston, 67 Chauncy St.
New York, 42 West Broadway. Chicago, 160 State St.

SYRACUSE CHINA O P CO SYRACUSE CHINA O P CO

MODERN ART

DECORATIONS



Underglaze

Colors :

- 235 Blue
- 236 Black
- 237 Brown
- 238 Dk Green
- 239 Lt Green

— FOR —

Hotel China

These Decorations are

NEW,

ORIGINAL,

EXCLUSIVE.

SYRACUSE CHINA

MOST DURABLE MADE.

Underglaze

Colors :

- 215 Blue
- 216 Black
- 217 Brown
- 218 Dk Green
- 219 Lt Green



ONONDAGA

WRITE FOR SAMPLES
POTTERY CO.,
SYRACUSE, N. Y.

New York Showroom, 237 Broadway,
Corner Park Place

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT.

96 Church St.,

New York.

Will Take Import Orders UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.

DOESN'T this reproduced advertisement of IROQUOIS CHINA appeal to you? We found it appealed to hundreds of women who were ready for a set of dinner ware—they are writing us every

day by the score asking us for the color cards we send out, and wanting to know where they can buy

The SHOW PLACE of the DINING ROOM

Iroquois China

shows to advantage anywhere. It is so dainty, so delicate, so beautifully decorated, that framed in the china closet it is like an exquisite picture and on the table it suggests a dainty and delicious menu.

An American China, more durable in wear and more reasonable in price than imported wares.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.



IROQUOIS CHINA

in their city. We tell them and tell the dealer too. The result is mutual.

Are you one of the dealers? If not, write us to-day for our selling plan, catalogue, advertising helps, price lists, etc.

IROQUOIS CHINA CO.,

Pottery at Solvay, N. Y.

SYRACUSE, N. Y.

PARIS is always spoken of in connection with fashion.

PRESCUT sets the pace in pressed glassware.

Our patterns and shapes are always up to date. Look for the trade-mark "Prescut" in the glass. Do not forget that we make, in addition to the "Prescut," a full line of Bar Glassware, light Pressed Stemware, one-piece Pressed Lamps, Blown Lamps, plain and decorated, and General Tableware.

We issue a catalogue of Soda Fountain Glassware. Write for one.

Branch offices in all large cities.

McKee-Jeannette Glass Works,

JEANNETTE, PA.

S. A. Weller

Factories and Main Office: ZANESVILLE, O

Jardinières
Pedestals
Umbrella Stands
Cuspidors
Fern Dishes

Up-to-date lines of
Art Ware and Vases

Ask the man with the samples to tell you about the different lines.

SALESROOMS:

Boston, 56 Pearl St., Rooms 4 and 5.

New York, 57 Park Place.

Chicago, Glass and Crockery Exchange, 186-188 Fifth Ave.

BASSETT CHINA.

The only one of the leading brands of china
that IS NOT AND WILL NOT BE
SOLD BY CATALOGUE HOUSES.

FANCY GOODS.

IMPORT 1907.

Full lines of German, Austrian and French Goods now
ready for inspection. The lines are full of the kinds
of ware that sell at a profit. If you haven't got them you
can't sell them. You are in business to make money.
Let us help you.

GEO. F. BASSETT & CO.

52 and 54 Park Place,
49 Barclay Street,

NEW YORK.

"For 30 years the World's Standard."

AGATE NICKEL-STEEL WARE COOKING UTENSILS.



BEWARE OF IMITATIONS.
Each genuine article has
this TRADE MARK 
burnt in the enamel and
GUARANTEED FOR 5 YEARS.



Manufactured by

LALANCE & GROSJEAN MFG. CO.,

Chicago.

NEW YORK.

Boston.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China

37-39 Murray St., New York.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,}
NEW YORK.

Manufacturers of plain and cut

→ **TABLE GLASSWARE** ←

of the highest quality.

Works: White Mills, Wayne County, Penna.



Libbey
"THE WORLD'S BEST."



*I*T would be strange if Libbey Cut Glass did
NOT excel—considering that the Libbey
plant has been for years the source and centre
of cut glass inspiration.

*It is no special reflection, therefore, upon
other cut glass to say that its excellence depends
upon the nearness of its approach to Libbey.*

LOOK FOR THE NAME "LIBBEY"
GRAVEN IN THE GLASS.

===== THE =====
LIBBEY GLASS CO.,

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.





NEW YORK, APRIL 18, 1907.

THE CONDITION OF BUSINESS.

There has been an evident improvement this week in the local trade situation. This change for the better has been occasioned largely by the prevalence of more pleasant weather. Nothing quite so variegated in the way of climate has ever before characterized the couple of weeks immediately preceding and subsequent to Easter. Snow, rain and hail, accompanied by biting blasts suggestive at times of midwinter, were frequent visitors up to several days ago. Since then there has been a pleasant change, although the air still remains unseasonably cool. But shoppers don't mind a little coolness, so long as no storms develop. Consequently they have been patronizing the retail district here this week in goodly numbers; and it's a safe assumption that they are doing likewise in other cities that have also suffered from recent storm visitations.

The briskness of the shopping in New York and Brooklyn is best exemplified by the manner in which the local buyers have begun to place orders. They are notoriously diffident about acquiring stock until depleted counters and warerooms actually demand it. But this disposition is traceable more directly to the restraint placed upon them by the heads of the stores rather than to their own over-caution. Therefore, when they do manifest any very pronounced activity in the ordering line it is pretty conclusive evidence that womankind is loosening her purse-strings in

pretty generous fashion. The buying by the department managers so far has not been extraordinarily heavy, by any means, but the mere fact that they are evincing a keener disposition to place business is provocative of satisfaction.

Despite the lateness of the season, the reports from the road continue to be encouraging. The mails are bringing in a satisfactory proportion of business to importer as well as domestic manufacturer. The traveling salesmen are contributing very materially in this regard.

An encouraging prospect faces the lamp season, which is about to open. Nearly if not all of the new goods are now being presented in local showrooms, and their merit is superior in forms, decorations and metal ornamentation to the creations of former years. Particular effort seems to have been directed towards the preparation of more elaborate and yet thoroughly tasteful decorations than heretofore. The same care and creativeness have been exercised in the designing of shapes and ornamentations for gas and electrical glassware.

A slump in orders developed for a few days last week, but on Friday and Saturday the mails yielded substantial returns. This week has also been characterized by

brisk business. The results to date are much more satisfactory than they were even last year at this period. Little or no delay in shipments is being experienced, for the occasional freight difficulties earlier in the season seem to have been almost entirely relieved.

As the end of the week approaches local business conditions show improvement. The unseasonable weather and the fact that shoppers were kept indoors had a tendency to cause a falling off in the early sale of crockery and glass, and of course the manufacturers suffered slightly. However, there was considerable activity throughout the district. Wholesalers were busy and jobbers report a good trade.

Manufacturers of pottery report an excellent week's business. None of the local plants report any cancellation of orders, but, instead, considerable new business. Mail orders were not so extensive, but the road salesmen have had a good week. There is hardly a plant in the entire district but what is behind with orders, although special efforts are being made to catch up with belated shipments.

Stoneware manufacturers and art pottery managers declare the present season the most successful experienced in recent years. Orders are plentiful, and factories are being operated to the limit. Duplicate orders with art pottery manufacturers have been features during the past few weeks.

Glass and pottery manufacturers throughout this district are having a good business on all lines. Mail orders have been very good, and collections are said to be most satisfactory. Salesmen are having a successful season and are getting in much new business.

Throughout this district staples in both crockery and glass appear to be selling better than any other lines. Business with all the larger stores for the past month is in excess of that of 1906. The outlook for future business was never more bright.

American-made crockery and glass is gaining favor throughout this territory. The demand for this class of goods is heavier than ever. Merchants declare it is easier to keep up stocks,

and that they do not have to anticipate so far ahead. Business with all the large stores is reported to be far ahead this season than during the first quarter of 1906.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1907, compared with the same month in the preceding year, are as follows:

	1906	1907
Great Britain	\$2 07 3	\$216,324
Austria.....	51,549	50,515
France	138,602	133,834
Germany	251,392	289,542
Other Europe	21,020	24,723
Japan	68,921	71,359
Other Countries	9,9 6	9,251
Total	\$762,115	\$801,046

FOR EIGHT MONTHS ENDING FEBRUARY.

	1905	1906	1907
Great Britain...	\$1 859,887	\$1,732 794	\$2,027,067
Austria	689,571	747,074	727,651
France	1 218,212	1,344 745	1,353,987
Germany	3 315,449	3,625,401	3,662,347
Other Europe	287,548	284 659	265 476
Japan	614,243	947,697	1,366 425
Other Countries	64,215	69,556	99,138
Total	\$8,059,195	\$8,701,925	\$9,502,091

TOYS

	1906	1907
France.....	\$ 4,627	\$ 5,325
Germany.....	226,340	339,402
Other Europe.....	7,1 8	16,087
Other Countries	21,004	22,880
Total.....	\$2 9,039	\$383,644

FOR EIGHT MONTHS ENDING FEBRUARY.

	1905	1906	1907
France	\$ 137,828	\$ 108,354	\$ 118,110
Germany	3,390,073	3,938,215	4,743,648
Other Europe	121,369	141,740	215,392
Other Countries	93,233	116,760	179,229
Total	\$1,745,500	\$4,855,039	\$5,256,279

GLASSWARE.

FEBRUARY.		FOR EIGHT MONTHS ENDING FEBRUARY.		
1906	1907	1905	1906	1907
\$190,637	\$227,775	\$2,069,655	\$1,288,810	\$2,422 0 0

WHO SAID POTTING IS UNHEALTHY?

THE picture below will prove interesting to our readers as indicating the tendency of the old-time English houses to retain their old and faithful employees, to look after them in their old age and keep them from coming to want. There are not many factories that can show six people who have served the one concern for fifty years or more. It goes without saying that such an affiliation is highly creditable to the employers, and shows that the employees them-

ing to the front—in fact, are making steady progress in that direction.

SHOPPING

SHOPPING is a form of cruelty indulged by married ladies toward their husbands. It is incipient in young girls, reaches an active condition in brides, and arrives at its most virulent stage between the tenth and the twenty-fifth year of married life. A small, deli-



OLD EMPLOYEES AT PRESENT IN THE SERVICE OF CHAS. ALLERTON & SONS, POTTERS, LONGTON.

C. Moore, 63 years. J. Allerton, 54 years. J. Myatt, 51 years. H. Moore, 50 years.
Mrs. Hemmings, 60 years. Mrs. Bickley, 55 years. Mrs. Hannaby, 53 years. Mrs. Degg, 51 years.

selves must have been deserving of the consideration extended to them.

We have reason to know that Messrs. Allerton retain their old employees and look after them considerately; yet, being young, ambitious and energetic themselves (and we might also add handsome as well), they take great pains to see that their factories are full of younger, up-to-date employees, and will keep themselves in condition to do a steady, progressive business. While their firm is one of the oldest in the Potteries, the present members of the firm are, comparatively speaking, young men yet, and rapidly com-

cate, slight, nervous, sensitive woman who would faint away at an empty mousetrap will go through the shopping district in from two to seven hours and come out refreshed and sustained by an unfaltering trust if her husband's credit is good; while that gentleman at the end of forty-five minutes has to be carried home on a stretcher. Some women are born shoppers; others achieve it; but not one of them has it thrust upon her. Shopping is extensively practised on week days, beginning on Monday with a rush and ending in time for the opera. It promotes industry. Without it married men would have time to rest.—*Delineator*.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES,

92 West Broadway, New York.

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Single copies	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

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NEW YORK, APRIL 18, 1907.

THE PASSING OF L'ART NOUVEAU.

A FEW years ago a great ado was made over a new style of ornamentation which was dubbed New Art. Europe went wild over it and applied it to about everything on which decoration could be used. Buildings were trimmed with it, painters put it on canvas, sculptors chiseled it on stone and marble, and potters employed it on china and earthenware. It was prophesied that the new style was to drive out everything that had gone before. Old fossils like Michael Angelo, Rubens, Turner, and all the rest of the moss-covered canvas-spoilers of the past were to be relegated to the rear—their works preserved only as specimens of the ignorance of the dark ages.

The advocates of L'Art Nouveau talked loud and long. They were intolerant if anyone dared to question the style, and looked with lofty pity on those who could not see that the old things had passed away. The CROCKERY AND GLASS JOURNAL came under the ban of certain people because it was foolish enough to express the opinion that the style was only a fad—that for ages the curve had been considered the line of beauty, and that stiff, angular lines were against all the canons of what had heretofore been considered good art. It did not believe that all the old artists could have been mistaken, and dared to predict that in a very short time the craze would die out.

In less than a year from the time that obnoxious article was printed "Modified New Art" made its appearance. The long stems were still there, but there was a rounding off of the sharp edges, an easing of the angles, and a general toning down of the features which made New Art so distinctive. It was not a return to the old style. Oh, no; not by any means. We were living in a progressive age, and the modifications were "advances."

Well, some more "advances" have been made towards the past, until we now have a lot of designs, still dubbed New Art, which bear little resemblance to the harsh, severe and altogether inartistic drawings thrust on the world under a high-sounding title, and for which many people, otherwise sensible expressed enthusiastic approval. In a few years more these people will look back at the earliest examples of L'Art Nouveau and wonder, very much as they do now at the Kate Greenaway dresses and the craze over Oscar Wilde and his sunflowers.

New Art served a good purpose, however. It developed original ideas, not only in drawing, but in color effects. With its advent came the soft, shadowy colorings which, while not absolutely new, seemed to suit the strange designs and helped to popularize them. "Pastel effects" they are now called, and for many purposes are very desirable.

As a school New Art has passed away, but it has left an influence through which many pretty things are produced that bear little or no resemblance to the original, and yet in which there are traces, modified and blended with the old school, to the betterment of both.

PERSONAL.

FRIENDS of L. B. Martin in this city were pleased to receive a visit from that gentleman this week. His absence from the trade for a couple of years has not deprived Mr. Martin of his deep interest in the glass industry. A farming career seems to have been highly beneficial to his health, for he looked as brown as the proverbial berry. Since resigning from the Ohio Flint Glass Co. Mr. Martin has spent his entire time on a farm near Lancaster, O., where the breeding of colts has occupied much of his attention.



Fred. I. Weddle, son of the late Fred. S. Weddle, and who managed his father's glassware sample room for several months prior to the latter's death, is now associated with the Connecticut Mutual Life Insurance Co.



I. Arthur Davison was married on the tenth of April to Florence L. Elliot, of Brooklyn. Mr. Davison is the son of James Davison, and, like his father, has the good will of everybody in the trade. Mrs.

Davison is a lady of unusual attractions, and all who know them feel that a happy choice has been made on both sides. The newly-wedded pair will live in East Orange, N. J.

Miss Cleary is now in charge of the crockery department of Neuhaus & Co., Columbus avenue, this city. This store was operated by L. Lauchheimer & Co. until recently, when Alfred Neuhaus, a former partner, purchased the Lauchheimer interests.

Percy Beaumont, of the Union Stopper Co., Morgantown, W. Va., was in town several days ago.

Max Strench goes to Europe on the Kronprinz April 23 to buy for Koscherak Bros.

Chas. H. Woodbury, of the Mitchell, Woodbury Co., Boston, was in town for a couple of days this week.

W. V. Higgins, with the Buffalo Pottery Co., opened a sample exhibit at Young's Hotel, Boston, on Wednesday. He will remain there until next Tuesday.

Fréd. M. McCoy has signed with Geo. F. Bassett & Co., for whom he will travel through Michigan, Indiana and Ohio. He opens his first tour early next week.

Max Blau, of Blau Bros. Co., left last Friday for Chicago on a special business errand. He will also visit Milwaukee and St. Louis, and on his return will stop at Atlantic City to join Mrs. Blau, who is registered at the Blenheim Hotel.

Thos. W. Hamilton sailed last Saturday for Europe to buy goods for McCreery & Co.

Frank Walsh is in Europe buying for Strawbridge & Clothier, Philadelphia. He left two weeks ago.

Fred C. Herr, who is traveling through the South for Bawo & Dotter, opened up in New Orleans this week.

James J. Temple, who has been showing the Theodore Haviland line of china in Pittsburgh, left that city last Friday and proceeded on his tour of the West.

Otto Goetz, the local importer and jobber, returned recently from his annual buying trip to Europe. He was accompanied by his son Frank. Instead of coming home direct from Germany, per custom, Mr. Goetz this year visited Switzerland and Italy, and sailed from Naples. He and his son were granted

an audience with the Pope during their stay in Rome.

W. S. Creveling is at the Clarendon Hotel, Brooklyn, this week with the latest offerings from the Taylor, Smith & Taylor Co., of East Liverpool.

W. H. Dunn will occupy a sample room at the Continental Hotel, Philadelphia, next week with lines from the A. Radford Pottery Co., Clifton Art Pottery Co., and other factories.

Chas. J. Ahrenfeldt sailed for Europe on the Savoie, leaving Thursday. Mr. Ahrenfeldt has been here since January, and his many friends will be glad to know that he will return early next season.

Wm. Seitz formerly assistant buyer in the hotel department of John Wanamaker's New York store, is now associated with L. Barth & Son.

Chas. Streiff showed his handsome line of Guerin china in Pittsburgh last week and booked a satisfactory lot of business.

Andre Guerin, of Wm. Guerin & Co., Limoges, left on the steamship "La Tonaine" to go to the factory. Mr. Guerin has been over a year in this country, during which time he has posted himself in regard to American ways of transacting business.

E. E. Wilgus, with the Knowles, Taylor & Knowles Co., S. C. Downs, with the Pope-Gosser China Co., and Geo. Day, with J. B. Owens' art pottery, were guests early this week at the Yates House, Syracuse, N. Y. All three were headed East, with Boston as their objective point.

William Scammel, with the Maddock Pottery Co., was in New York on Monday on a special errand. He returned but a few days previously from a long and profitable campaign through the West.

Mr. Coleman, president of the Burley & Tyrrell Co., Chicago, sailed aboard the Kaiserin Auguste Victoria on Thursday. He will remain in Europe a couple of months.

Edw. Boote, the English importer, has engaged passage on the Carmania, which sails from New York next Tuesday.

I. Rothstein was chairman of the committee of arrangements at the annual entertainment and dance of the Kaufmann Employees' Beneficial and Protective Association at Pittsburgh recently. More than 2,000 persons attended and enjoyed a first-class vaudeville

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entertainment followed by a dance. The fact that all went well, and that a large sum was realized, reflects credit on Mr. Rothstein and his associates of the committee.



Wm. Junor, of Toronto, and his twin brother, Robert, of Hamilton, arrived in New York on Friday morning for a week's stay. At the conclusion of his business here the former, accompanied by his wife, sailed on the Kaiserin Auguste Victoria for a buying expedition in Europe, leaving April 18

TO EMANUEL KOSCHERAK'S MEMORY.

AT a special meeting of the Crockery Board of Trade of New York, held for the purpose of taking action upon the decease of Emanuel Koscherak, the following memorial was adopted, to appear on the minutes of the Association:

"In the death of our friend and associate, Emanuel Koscherak, this Board and the pottery trade have sustained a loss which will be most keenly felt. He had secured the good will and friendship of our trade, while his cheerful disposition and genial fellowship were always manifested in his intercourse with his associates, who keenly mourn his loss.

"Resolved, therefore, that this expression of respect and esteem toward our late honored member, friend and associate be inserted in the journals of the trade, and that a copy, suitably engrossed and signed by the officers of the Board, be presented to the family."

PROTECTION AGAINST FRAUDULENT RETAILERS.

BY appealing to a statute passed in the reign of Queen Elizabeth, more than three centuries ago, to prevent the fraudulent transfer of property, instead of demanding the enactment of a new law, an end has been put to a practice which has for years been a menace to business houses which have to extend credit to small retailers.

It has frequently been the case that a retail dealer after obtaining a stock of goods on credit has sacrificed it to an auctioneer and gone into bankruptcy, turning the proceeds of the sale over to creditors, alleged or real. The auctioneer was protected by the fact that he had seemingly bought the stock in good faith, and had a bill of sale, and the other creditors got nothing.

Hyman Baltuch, a retail shoe dealer in Clinton street, owed Powell & Campbell, shoe jobbers, \$1,800 when, one day last October, he sold his stock to Samuel Bogin and Jacob Kirschberg, auctioneers, for \$1,200. Powell & Campbell brought action against the auctioneers through a trustee in bankruptcy, and the jury gave them a verdict for \$2,400. The result of this is that the auctioneers lose the \$1,200 they paid to Baltuch and in addition must pay the full

value of the goods, which is placed at \$2,400. As Baltuch's total liabilities are less than this his creditors will receive the whole amount of their claims

UNIONPORT POTTERY TO CLOSE.

IT is understood that manufacture has been suspended at the plant of the Unionport Pottery Co., in Westchester county, and that the stock on hand is being disposed of with the idea of closing the factory indefinitely. It has been in operation this time about two years, having been backed by a party of New York gentlemen. The product was confined to C. C. goods.

Jos Solomon, who was manager of the plant until a few months ago, when he became a selling representative of the concern on the road, has identified himself with Wm. E. Doctor, who conducts a manufacturers' agency at 76 Park Place.

REPEAL OF TAX LAW PLEASES.

MUCH satisfaction is felt in the trade over the recent repeal of the commercial travelers' tax law in the Province of Quebec, Canada. This measure was responsible for a lot of unnecessary expense and discomfort during the two years of its existence. By its provisions every non-resident commercial traveler representing persons, firms or corporations having no place of business in Canada was required to pay a substantial tax for the privilege of doing business in the Province of Quebec.

M. SELLER & CO.'S NEW QUARTERS.

AMONG the most prominent landmarks along First avenue south, Seattle, Wash., is the new combination steel and reinforced concrete building of M. Seller & Co., Nos. 409 to 417 whose massive front, extending 105 feet with a depth of 119 feet, towers aloft seven stories, with a full-sized basement and with ample yard room for the prompt receiving, shipping and delivery of goods. An abundance of light pervades every nook and corner of the seven roomy floors. With the exception of the supporting pillars, the entire front of the building is one mass of plate glass, and the same can be said of the rear end overlooking the bay. The centre of the building is lighted by a large well with reflectors to each floor, and a novel inverted reflector on the second floor that radiates the light into every corner of the ground floor, making it practically as light in the centre of the showroom as it is near the front of the building.

One of the novel features for expediting business is an electric automatic passenger elevator which possesses a series of push-buttons, one for each floor. On

entering the elevator and closing the door the circuit is completed, and by pushing the button for the desired floor, say the seventh, the elevator starts away and on reaching the seventh floor not only stops, but unlocks the exit door, all of the doors on the six floors below being automatically locked while the elevator is in action or standing still at any one floor.

The building as a whole is as near fireproof as it is possible to make it. Every floor is gridironed with the sprinkler system, which is connected with fire headquarters as a further protection, so that no fire could gain any headway before the arrival of the department. Another interesting feature is the peculiar slant given to each of the seven floors, so that in case of a fire and the starting of the sprinklers, the water, instead of accumulating on the floor and leaking through to the next, runs down the incline to what might be nautically termed scuppers and runs off to the sewer.

The firm of M Seller & Co. was organized in 1859, and the Seattle branch of the firm was incorporated in 1889. The present officers of the firm are: P. Lowengart, of Portland, Ore., president; E. Rosenberg, vice-president and manager; and Sol Friedenthal, secretary.

EIGHTY YEARS IN BUSINESS.

HAGER & BRO., Lancaster, Pa., began the celebration on Wednesday of the eightieth anniversary of their commercial existence. The celebration is to last two weeks. The business was founded in 1837 by Christopher Hager in a store room 20 x 25 feet at the corner of West King and Market streets, Lancaster. To day the store, with a total floor area of 55,000 feet, is managed by Walter C. and Wm. H. Hager.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending April 16, 1907.

BRMEN		
20 packages glassware.....	L Straus & Sons	
4 " ".....	Samstag & Hilder Bros	
82 " ".....	A Steinhardt & Bro	
137 " ".....	Miscellaneous Orders	
2 " earthenware.....	L D Bloch & Co	
4 " ".....	Knauth, Nachod & Kuhn	
27 " ".....	L Straus & Sons	
27 " ".....	Strobel & Wilken Co	
2 " ".....	Miscellaneous Orders	
101 " toys.....	Geo Borgfeldt & Co	
8 " ".....	L H Mace & Co	
28 " ".....	Samstag & Hilder Bros	
18 " ".....	F A O Schwartz	
49 " ".....	Strobel & Wilken Co	
48 " ".....	Miscellaneous Orders	
HAMBURG		
185 packages chinaware.....	Haviland & Co	
54 " ".....	Vogt & Dose	
138 " ".....	Miscellaneous Orders	
164 " glassware.....	E Utard	
163 " ".....	Miscellaneous Orders	

ROTTERDAM		
51 packages earthenware.....	Bawo & Dotter	
37 " ".....	C L Dwenger	
369 " ".....	Geo Borgfeldt & Co	
85 " ".....	Karl Hutter	
10 " ".....	L Straus & Sons	
15 " ".....	L D Bloch & Co	
1 " ".....	B Illfelder & Co	
56 " ".....	Miscellaneous Orders	
64 " toys.....	F A O Schwartz	
30 " ".....	B Illfelder & Co	
1 " ".....	A Steinhardt & Co	
329 " ".....	Miscellaneous Orders	
LIMOGES		
164 packages chinaware.....	W L Briggs	
HAMBURG		
12 packages glassware.....	Strobel & Wilken Co	
2 " earthenware.....	Geo Borgfeldt & Co	
408 " ".....	Bawo & Dotter	
1 " ".....	F Bing & Co	
18 " ".....	Strobel & Wilken Co	
33 " toys.....	" "	
6 " harmonicas.....	" "	
COPENHAGEN		
654 packages earthenware.....	Geo Borgfeldt & Co	
25 " chinaware.....	Christian Scherfig	
LIVERPOOL		
2 packages earthenware.....	The Rowland & Marsellus Co	
10 " ".....	E Boote	
2 " ".....	Bawo & Dotter	
8 " ".....	J Davison	
47 " ".....	Maddock & Miller	
14 " ".....	L Straus & Sons	
3 " ".....	E Rorke	
11 " ".....	G F Bassett & Co	
4 " ".....	Kr auth, Nachod & Kuhn	
29 " ".....	Miscellaneous Orders	
2 " chinaware.....	Ceramic Importing Co	
10 " ".....	L D Bloch & Co	
63 " ".....	Endemaun & Churchill	
23 " ".....	Chas Ahrenfeldt & Son	
193 " ".....	Miscellaneous Orders	
ANTWERP		
154 packages glassware.....	B Gunthel	
3 " ".....	A Berger & Co	
38 " ".....	J D Bergen Co	
74 " ".....	W P Graham & Co	
22 " ".....	L Straus & Sons	
16 " ".....	J M Shaw & Co	
232 " ".....	Miscellaneous Orders	
17 " chinaware.....	Wm Guerin & Co	
32 " ".....	Chas Ahrenfeldt & Son	
48 " earthenware.....	G F Bassett & Co	
4 " ".....	Chas Ahrenfeldt & Son	
17 " ".....	Koscherak Bros	
1 " ".....	L Straus & Sons	
1 " ".....	Geo Borgfeldt & Co	
80 " ".....	Miscellaneous Orders	
173 " toys.....	Geo Borgfeldt & Co	
242 " ".....	F W Woolworth	
78 " ".....	R F Downing & Co	
53 " ".....	Miscellaneous Orders	
IMPORTS AT PORT OF BOSTON.		
LIVERPOOL		
36 packages earthenware.....	Jones, McDuffee & Stratton Co	
6 " ".....	Richard Briggs Co	
4 " ".....	Koopman & Co	
12 " ".....	A W Chesterton	
1 " ".....	Shreve, Crump & Low Co	
6 " ".....	Pitt & Scott, Ltd	
11 " ".....	Morris European Express Co	
43 " ".....	Mitchell, Woodbury Co	
3 " ".....	Houghton & Dutton	
17 " ".....	Reichner Bros	
30 " ".....	Miscellaneous Orders	
LONDON		
2 packages earthenware.....	American Express Co	



THERE has been a fair representation of buyers in the District this week—among them several from the uptown and Brooklyn retail stores who have heretofore this season been conspicuous by their absence. They complain that the shoppers are not yet as active as usual at this season, but they feel confident that a day or two of seasonable weather will bring them out in force. Visiting merchants have been little, if any, more numerous than since the week preceding Easter.

All of the three lines at Chas. Ahrenfeldt & Son's headquarters continue to be the recipients of numerous import orders. The new line of fancy goods from C. G. Schierholz & Sohn, Plaue, while not nearly so well known as the Limoges and Altrohlau china from the Ahrenfeldt factories, has won great favor. These Schierholz goods are controlled solely by the Ahrenfeldt firm.

Bawo & Dotter show a great variety of steins, among which is a line containing quaint old German designs that are incised and colored after the manner of the "Mettlach" steins. They are from $5\frac{1}{2}$ to $6\frac{1}{2}$ inches high, and the decorations which garb them include a dozen different subjects.

Geo. F. Bassett & Co. have just begun to dispose of their import samples. The arrival of stock goods makes it necessary, because of the demand for more room, to sell these samples at once. Consequently merchants will be able to find many desirable bargains in the assortment. It is expected that the display of samples of the stock goods will be ready for inspection within two weeks.

Cuttings that differ entirely from the designs which beautify any other glass line shown in this market appear in conjunction with the exhibit from Henry G. Richardson & Sons, the samples of which occupy a portion of Jas. Douglass's quarters. These cuttings are remindful of the Early Victorian period, but their antiquity of origin does not affect either

their artistic merit or a modern appreciation of them. They are unvaryingly attractive, and are so totally dissimilar to the average cut glass creations of the present day that one cannot but feel their charm. These patterns are known as the Westminster, Marlborough, Devonshire, Portland and Waterford. They clothe every item required in a table service of glass, and, besides, ornament such pieces as portables, electroliers, vases, cigar jars, urns, nut bowls, decanters, tumblers, etc.

Hamburger & Co. are making a fine exhibit of fancy vases and bric-a-brac generally on the store floor. They have a line of specialties not to be found elsewhere—thus carrying out the same idea that they pursue in their French and German dinnerware. They are still busy, particularly on dolls and toys.

It is not likely that the Consolidated Lamp and Glass Co. has ever before brought out such a series of fine decorations on lamps as distinguishes the 1907 line, which has just appeared. The subjects are more numerous and diversified than heretofore, and they are executed in a manner that commands admiration. A particularly rich treatment appears on a shade with a rose-colored lining, the outer surface of which is in a maroon tint that shades off to an olive green at the neck. The maroon is applied in such a manner that the rose tone underneath shows through at various places and forms lilies. The same scheme is employed on a shade with a rich yellow lining. A beautifully-tinted maple leaf design on an iced shade is exceedingly rich, and there is also a Moorish pattern that is as odd as it is pretty. Landscape, marine, hunting, animal, and grape studies are also presented. The metal crowns and bases exploit a number of new models and finishes, and the lamps themselves are fashioned in a variety of new forms. One of the most radical departures is a shade lamp styled the Waverly. The top is shaped in a very close imitation of a silk shade that has been stretched over wire frames. The body represents clinging drapery, and corresponds thoroughly with the shade. The lamp is

produced in crystal etched and cerise. It may not be amiss in this connection to announce that the local showrooms of the Consolidated will be removed on May 1 to 66 West Broadway, corner of Murray street, where the sixth floor will be occupied.

Graham & Hollis, whose recent commercial union occasioned so much favorable comment, present some excellent earthenware specimens from the factories of Boch Freres and Faïencerie de Wasmuel. While possessing rare elegance in forms as well as decorations, the items are all moderate in price. The Boch Freres exhibit consists of an assortment of urns, vases, jardinieres, smokers' sets and trays in cobalt blue, embellished either by gold or enamel designs. The jardiniere collection is remarkably diversified with regard to sizes, shapes and decorations, the latter consisting of floral and conventional types. From Faïencerie de Wasmuel are proffered some excellent things in Delft blue effects. The items to which this style of ornamentation has been applied include tankards, plaques, vases, jardinieres, pedestals, flower baskets, etc.

A number of new gas shades garbed in white acid and silver etched patterns, has supplemented Gillinder & Sons' exhibit during the past few days. The shades appear in shapes that are different from predecessors, and designs that are quite as original. A new style of gas cylinder in ruby, opalescent and white and silver etchings also merits attention. A particularly novel and yet very attractive item is a roughed inside ball fashioned somewhat like a turnip. A Mission bell, with colonial cutting, is shown in four sizes. This is one of the richest pieces in the collection. The Gillinder fame for bureau sets is likely to be enhanced by the decorations that adorn the new line of these goods. The subjects, which include roses, chrysanthemums and apple blossoms, are splendidly executed.

Removal is to be made on May 1 of the Rowland & Marsellus Co.'s showrooms to 47 Barclay street, a few doors from the concern's present quarters.

Reproductions of the famous Bristol "Delft" ware are among the interesting adjuncts of Robert Slimmon & Co.'s exhibit. The origin of the Bristol "Delft" is somewhat indefinite, but one example, a plate, is in existence that bears the date 1703. The pieces now being shown by Slimmon & Co. are largely replicas of shapes and decorations dating back to 1747, and the quaintness of design that characterized that period is fully preserved. The antiquity of the shapes is particularly evident in the jugs, which are, moreover, much more practical, cleanly and even graceful than most present-day creations. The items are not confined to the vases, plaques and jugs that represented the more important articles produced in

1747, but also include teapots, candlesticks, chocolate pots, jardinieres, loving cups, cups and saucers, etc. Throughout the entire line the application of modern ideas with regard to modeling and decorating is religiously avoided. Consequently, the ware is thoroughly distinctive.

A generous amount of space is devoted in S. A. Weller's showroom to the exposition of the matt green line from that factory. This finish, which is a pure, rich green and devoid of smudginess, has been utilized in the coloring of vases, fern dishes, umbrella stands, footed Mission jardinieres and hanging baskets. In the latter there are two sizes, 6 x 10½ and 4½ x 10 inches. These holders are among the more captivating features of the exhibit.

Kennard L. Wedgwood has just received several dinner plates in new patterns. One of them, designed by Geo. H. Service, who is in the New York office, is among the neatest and most attractive of the entire lot. It is an entirely new treatment, and will undoubtedly attract the attention of buyers. He has also received a number of excellent small pieces of pate-sur-pate on the Solon order of design.

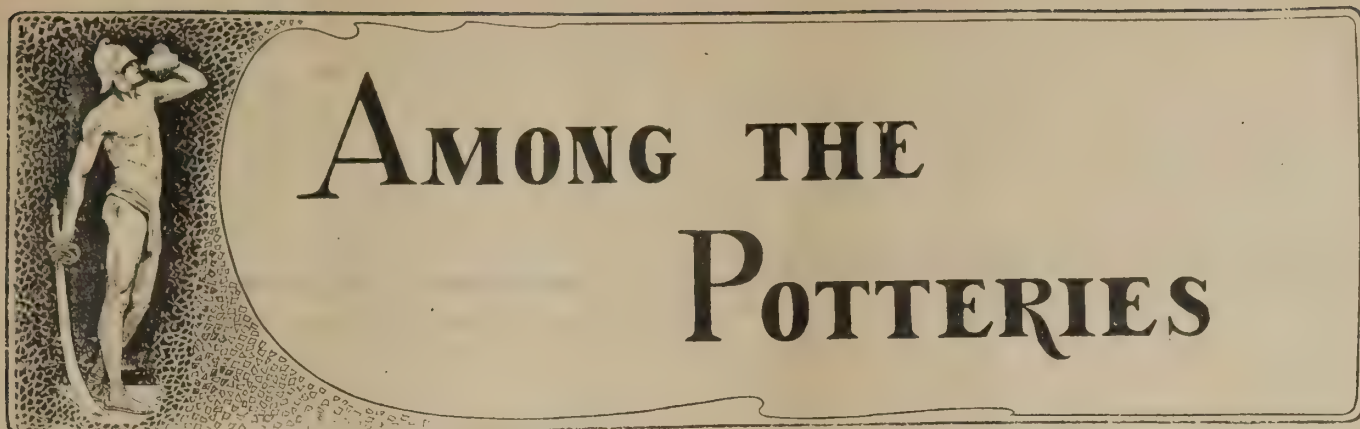
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Mar. 26, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 26 '07	Correspond- ing period 1906
Boston	453	639	1569	1608
New York	659	538	1729	1337
Baltimore	1813	1493	4836	3434
Philadelphia	100	183	531	404
New Orleans	824	335	2017	936
Newport News	59	61	294	260
San Francisco	49	65	134	243
Portland (Me.)	1053	78	2405	252
Galveston	150	52	310	225
Portland (Or.)	....	154	20	414
Inland Points	12	1336	117	3808
Total	5172	4937	13962	12636

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Mar. 30, '07	Correspond- ing period 1906	Exports Jan. 1 to Mar. 30, '07	Correspond- ing period 1906
New York	116	108	1662	1515
Boston	194	161	1256	1857
Philadelphia	150	6	644	379
Baltimore	380	214	5004	3492
San Francisco	....	180	134	218
New Orleans	....	180	1865	1176
Portland (Me.)	248	8	1404	263
Galveston	....	24	135	214
Newport News	....	55	239	245
Portland (Or.)	....	29	20	414
Inland Points	....	258	38	4071
Total	1088	1043	12501	13843



Manufacturers experienced a good week's business as a whole, and East Liverpool and Vicinity, though current demands were rather light, owing to the weather conditions. Collections are very good, dealers in many instances discounting their bills.

Some manufacturers report a shortage of seven-inch plates throughout the district. The demand is strong, and every effort is being made to keep up stocks.

Another scarcity of clay was experienced in the district during the past week; but the blame is laid on the railroads. Mine owners say the movement of cars in the South is very slow.

Plans are being considered by the Homer Laughlin China Co. for the construction of a large wharf near their plant at Newell, W. Va. Many shipments can be made to Southern points by the Ohio river after this task is completed.

Manufacturers of pottery are much interested in the discovery of a new bed of clay in Texas. Tests are being made, and already favorable results have been attained. High freight rates, however, it is feared, will prohibit the extensive use of the clay in the East Liverpool and Trenton districts.

F. A. Leonard, representing the C. C. Thompson Pottery Co., is expected to return from an extended Western jaunt during the coming week.

William Woodward, for many years affiliated with the decorating department of the Knowles, Taylor & Knowles potteries, but more recently in charge of the decorating department of a Zanesville tile factory, has left the trade. He will connect himself with another business, locating near Buffalo, N. Y.

Albert G. Mason, of Lisbon, O., who started the manufacture of general ware in a new plant he erected there under the name of the Thomas China Co., spent the past week in the East Liverpool district. The

Lisbon plant has been converted into an electric porcelain works.

Willard R. Morris, representing the Knowles, Taylor & Knowles factories in the Middle West, has returned home after a successful season.

All the road men are doing a better business this season than last. A feature of their orders has been a list of new customers all along the line.

Judging from the volume of business the manufacturing potters are handling, and the large amount of future business on the books, the summer shutdown this year will be very brief. Some plants will not be stopped at all.

E. A. Kraus, of Cleveland, O., spent several days in the district placing business during the week. His crockery and glass store is one of the largest of its kind in Cleveland.

John Arnold, for many years superintendent of the East End plant of the Potters' Mining and Milling Co., died of pneumonia last week, aged fifty-three. He was born in Pittsburgh, but had lived in East Liverpool for the past twenty-eight years. He built the plant first occupied by the National China Co.

Some new designs and decorations in stoneware are about to be placed before the trade by the Brush Pottery Co. Since the firm assumed the management of the old Union Pottery Co.'s plant its business has been quite successful.

General lines made by the Nagley Brothers have resulted in a volume of business sufficient to keep the little plant in active operation. Several additions are planned in order that production may be increased.

"Sicardo" ware is being successfully revived by S. A. Weller. The "Cerise" line in model relief and wine color decoration is attracting wide attention. The "Eocean" line, with a deep tone at the base taper-

ing into a light blend at the top of the article, is a very pretty creation. Some new shapes in the "Bedford Matt" line have been added, making sixteen shapes in all in this one line. Under the direction of W. J. Gitter these several lines are being pushed forward very successfully. A display of Weller pottery and art ware will occupy an entire case at the Jamestown Exposition. The exhibit has already been shipped.

The Brighton Pottery Co. has recently been reorganized and the business will be conducted by E. N. Hatcher. General offices will shortly be opened in the Masonic Temple, Zanesville.

Wm. S. Hancock, vice-president of the Trenton Potteries Co., has returned from a five weeks' trip to the West Indies, Venezuela and the Panama Canal. He was accompanied by former County Clerk Barker Gummere, and the two were members of a party that included Speaker Jos. G. Cannon and other national legislators.

Announcement has been made of the engagement of Miss Fannie C. Campbell, daughter of John A. Campbell, general manager of the Trenton Potteries Co., and Elzey S. Aitken. The latter has been identified with the office force of the Trenton Potteries Co. since his graduation from Princeton College a couple of years ago.

The patent on the Dececo siphon closet expired last Monday, and every sanitary manufacturer in the country is now privileged to manufacture this particular style of closet without the payment of royalty. Because of this non-payment of royalties the Potteries Selling Co., with headquarters in this city, has ordered rather decided reductions in selling prices.

The Buffalo Pottery is increasing its force all the time to keep up on the orders for underglaze jugs. The advertising in the CROCKERY AND GLASS JOURNAL has produced such excellent results that the demand for jugs is lively. Wherever a sample line has been sent a nice order has resulted. The jugs show constant improvement; they come from the kilns better every time they are drawn. A request will bring information about the sample line offer.

General lines and novelties placed before the trade by the Pope-Gosser Co. have attracted considerable attention.

The "Clarus" ware is having a successful run, while the general china lines with raised gold decoration have been re ordered frequently. A new art china salad is being prepared for the late season trade which will be in great demand. The line of specialties shown by this firm proves that high grade goods can be successfully manufactured by the Amer-

ican potters. Charles Gosser has returned home after a successful business trip through the West for several weeks.

The West Virginia Pottery Co. has been reorganized and application for a charter has been made to the Secretary of State. The incorporators are Gordon B. Late, C. H. Warner, J. D. Lawson, V. L. Highland, S. S. Faris and N. M. Jones. The capital stock of \$12,000 has been paid in.

The American Mutual Pottery Co., which will soon begin to operate the pottery at Chaseland, has filed a chattel mortgage in the Franklin county courts for \$35,000 in favor of Frank C. Hubbard. It covers a bond issue. A mortgage of similar size given recently covered the real estate.

A number of specialties are to be shown the trade by the Crooksville China Co. within a few weeks. New decorations on the general lines of this firm will also be presented. Within thirty days the firm will start a number of improvements which will greatly increase the capacity of the plant.

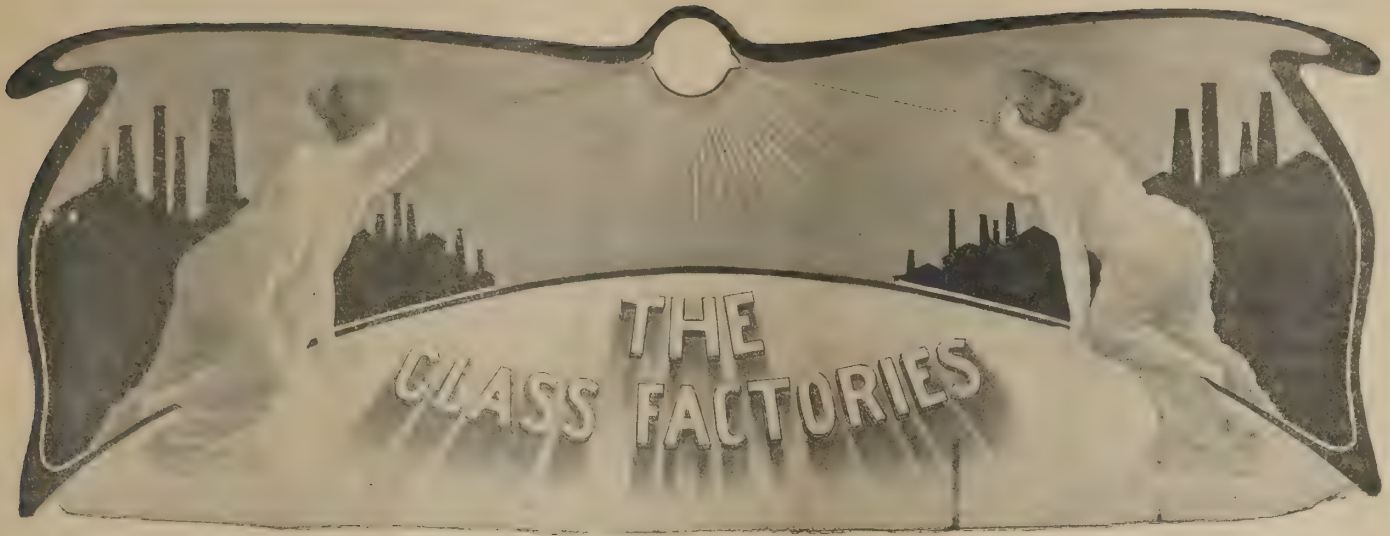
Creditors have purchased the Acme pottery here for \$41,500 and will start it as soon as possible. It employs 150 persons and manufactures general ware.

TO LOCATE FACTORY NEAR NEW YORK.

NEGOTIATIONS are now pending for the purchase of a site in either Brooklyn or Jersey City for a plant engaged in the manufacture of gas and electrical glassware. The firm backing this enterprise is one of the oldest and best known in the glass industry. It already operates a factory of this kind in another city, but is anxious to get in closer communication with the New York market. Announcement will be made as soon as the real estate deal is closed, which is not expected to consume more than a few days.

UNION BOYCOTTS NEWARK STORE.

UNIONISM has declared war against the Goerke Co., proprietors of a department store in Newark, N. J. The concern recently incurred the displeasure of the Building Trades Council by employing non-union painters. The union has declared a boycott against the company, and it will be interesting to observe the result.



Pittsburgh and Vicinity Business in all branches of glass manufacture held up well during the past week, and the call for high grade goods continued strong. With the coming of settled spring weather, and the consequent betterment of retail trade, an increased demand on the factories is confidently expected; so the situation in this district is very cheerful.

Glass manufacturers report the demand for soda fountain goods this season far ahead of last year's business. The wholesale drug trade is buying heavily.

A. J. Smith, of the McKee-Jeannette offices, spent several days here during the past week.

Ernest Wetton, representing Dorflinger & Co., Honesdale, Pa., was registered at the Henry during the past week.

Cut glass continues to be in demand. Manufacturers of these goods say that the trade in the Pittsburgh territory was never so great.

A complete line of gas, electric and oil shades, in a variety of colors and decorations, has just been placed in the sample rooms of the Macbeth-Evans Co., in the Wabash building. The demand for the new line promises to be strong.

Mail orders with manufacturers refer mostly to duplicates of previous business. Which denotes a heavy retail trade.

H. L. Dixon Co. have been awarded the contract for two 12 pot furnaces and six lehrs for the new glass factory at Bridgeville, Pa., twelve miles from Pittsburgh, which the Higbee Glass Co. are building. The new company has been formed and named in honor of the late John B. Higbee by his son. A general line of ware will be made. The old plant of Bryce, Higbee & Co. will be sold—land, tools, molds and everything else connected with the old firm—to close the estate.

The Higbee Co. expect to start operations Aug. 15 next. The Dixon Co. have also closed a contract for an 18-ton continuous tank at Salem, Va., where a bottle plant is being erected by the Catawba Railway and Mining Co., which is interested in a brewery at that point.

John Schoot, representing Hollweg & Reese, Indianapolis, Ind., came to Pittsburgh last week and placed a new line of imports with Tanner & Kearns, No. 311 Bissell block, the Pittsburgh representatives of this house.

Manufacturers announce an unusual demand this season for fish globes. Stocks at the factories have been drained in many instances.

The United States Glass Co. report that orders are coming in freely, covering a large portion of the immense line they manufacture. All factories are being operated to their capacity.

The Eastern Bottle Association held a meeting at the Hotel Schenley, Pittsburgh, on Wednesday, the 17th, to which they invited the Western Association, with the object of consolidation. At this writing the meeting is still in session.

Future orders with the Heisey offices Newark, O. show that the factory is due for a long run. Throughout the season the mail order business has been good with this firm, while road salesmen are booking considerable new trade. Some new things are promised for the fall and holiday season.

With his head lying on a hot furnace in the Macbeth-Evans glass factory at this place, John Schewll-baugh, a well-known glass worker, was found dead one morning recently by a fellow workman. His face and hands were burned almost to a crisp. His death

is supposed to have resulted from heart disease. He was sixty five years of age.



The Ohio Flint Glass Co. is passing **Lancaster, O.** through one of the most successful seasons in the career of the firm. The "Chippendale" and "Gloria" tableware lines placed before the trade under the well-known "Krys-Tol" trade-mark are experiencing a most remarkable sale. President F. W. Jacobs announces that sometimes it is difficult to keep up with the orders, but that by constant effort shipments have been got out almost on schedule time.

The specialty lines manufactured by the Hocking Glass Co. have produced sufficient business to keep the factory in continual operation. Frank A. Rust has been appointed Pittsburgh representative of this firm. President I. J. Collins has been spending a fortnight in the South.



All departments of the McKee-**Jeannette, Pa.** Jeannette factory are being operated to their capacity. The new lines of this firm are meeting with a successful sale, while older designs are being ordered as extensively as ever.



Work begins about May 1 on the **Mound Valley, Kas.** construction of an extensive addition to the plant of the Mound Valley Glass Co. In order to provide for these increased facilities the company has determined to enlarge its capital stock.



No more electric bulbs are to be made at the Acme glass works, **Steubenville, O.** The force of workmen engaged in this department was dismissed several days ago. Bulbs have been produced at the Acme plant for about three years.



Manufacture is to be resumed **Randall, W. Va.** this week at the plant of the Star Glass Co., which was destroyed by fire several months ago and has just been rebuilt. It is intended to start thirty six shops at first and gradually increase this number until the capacity of seventy-two shops is reached.



Stockholders at the New Martinsville Glass Mfg. Co. have authorized the board of directors to rebuild the burned plant as soon as possible. A bond issue of \$20,000 has been authorized, shares to sell at \$80. Before the fire the stock was worth \$150 a share. A committee has been appointed among the stockholders to confer with the

New Martinsville city council to create interest in the sale of bonds. A mass meeting with this end in view is contemplated. The proposition to resume operation within three months is being seriously considered. The company carried \$30,000 insurance, and received through the adjusters \$27,700.

HERE'S THE "INFORMATION MAN."

ANOTHER new department store functionary has made his appearance in a prominent uptown retail establishment. He is known as the "Information Man," being required to answer every inquiry proffered by visitors to the store. The questions need not be confined to the store itself, but may also concern street addresses desired, steamship and railway information, and about anything else that the inquisitive or uncertain shopper may desire to know. If the "Information Man" finds himself a little short on proper replies to some questions, he is obliged to hunt them up.

IN THE HOUSEFURNISHING WORLD.

Todd & Gulliver have opened a department store in Dalgetville, N. Y.

* *

Robert Fraser's handsome new store in Utica, N. Y., is to be opened shortly.

* *

A department store is about to be opened in Moline, Ill., by Leibsohn Bros., of Chicago.

* *

With \$25,000 capital, the Munger Wire Basket Co., Massillon, O., has been incorporated.

* *

Dawson Department Store, Grant City, Mo., was damaged by fire recently. Loss, about \$3,000.

* *

Paxton & Paxton have started a department store in Topeka, Kas. It includes a housefurnishing department.

* *

The Goodrich Martineau Department Store, Oconto, Wis., was destroyed by fire recently. Loss, about \$50,000.

* *

Department store of Kroeger Brothers', Milwaukee, Wis., was damaged to the extent of about \$75,000 by fire recently.

It has been decided by the directors of the Duffy-McInnerney Co., Rochester, N. Y., to extend the present building thirty feet west on Main street so that it will reach Montgomery alley. When the addition is finished it will increase the store's present floor space about 50,000 square feet, or about 6,300

square feet on each floor. Three new elevators are also to be installed.

* *

Improvements are planned for the Adam, Meldrum & Anderson Co.'s store, Buffalo, N. Y., that will increase that firm's floor space several thousand feet. The fortieth anniversary of the company was recently celebrated.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

H Wolf, with L Klein, hf, Chicago.
Wm and Robert Junor, c, Toronto and Hamilton, Can.
W T Mitchell, with Adam, Meldrum & Anderson Co, hf, Buffalo.
I Halpin, with Pettis Dry Goods Co, hf, Indianapolis.
F A Finke, with W Koch Importing Co, t, Baltimore. Broadway Central.
S V Silverthorne, with B Nugent & Bro Dry Goods Co, t, St Louis. Broztell
A Ainsworth, with Blanchard, Young & Co, t, Providence, R I. Broadway Central.
C L Melhorn, with J Goldsmith & Sons Co, c, Memphis, Tenn. Cadillac.
W J Ludwig, with Forbes & Wallace, hf, Springfield, Mass. Murray Hill.
D S Levy, with J Goldsmith & Sons Co, t, Memphis, Tenn. Cadillac.
A S Heller, with A Lisner, t, Washington. Normandie
Thos B Cannon, with Edw Malley Co, c, New Haven.
J F Leary, with J Samuel & Bro, hf, Providence, R I Herald Square.
H E Kline, with Watt & Shand, hf, Lancaster, Pa.
L L Rea, l, Auburn, N Y.
W W Brown, l, Liberty, N Y.
B & C S Spangler, l, Marietta, Pa.
W L Ward, l, Seymour, Conn.
O H Warwick Co, l, St. Johns, N B
H E Claus, with Hunter, Tuppen Co, s, Syracuse. Navarre.
T A Brock, with Kennedy & MacInnes Co, hf, Pittsfield, Mass Marlborough.
J F Keffer & Co, c, Reading, Pa

ABOUT YOUR EMPLOYEES.

EVERYONE on your payroll is a walking advertisement as to your store, and if the methods therein are such as to commend you, depend upon it that their say so after hours in the family circle means much for your advancement

You cannot get this unless you deserve it; and you don't deserve it unless you give time and thought now and again to the other fellow's point of view.

If there is a bright man or woman doing good work for you, don't forget to recognize it, and *do it first*.

And when you are thinking of this subject, give consideration to the amount of steady hours that

your work keeps these human beings away from the fresh air and sunshine of inviting spring, and with what feelings of applause an indication, on your part, of a summer vacation, with pay for each, will receive

The stores that give the Saturday half-holiday are broad minded, selfish.

Of all advice to retailers, perhaps the most important should be, "Dare to be original."

There is a store we know of right in New York that closes daily from 12 to 3 during July and August, although surrounded by neighbors in the same line of business who keep open, like the rest of the New York shops, during those hours.

Conversation with the management of this store elicited the following answer in reply to the question, "How does your system work?" "Well, we lose something, perhaps; but from the crowds about our doors awaiting their opening at 3 o'clock, after recess, we believe ourselves amply repaid.

"Then, again, the rest afforded our clerks during the three hours' recess brings them back to their counters in cheerful humor and able to cope with any irritable, perspiring customer who is easily provoked, but becomes soothed by the cheerful clerk."—*Dry Goods Economist*.

BUSINESS BRIEFS.

German capitalists have established a glass factory at Poshan, China

Singer & Schaefer, toy dealers, Chicago, suffered a loss by fire recently.

Fire destroyed Gann's crockery storage room, Tyler, Tex., recently. Loss, about \$6,000

Bruin Manufacturing Co., toys, 497 Broome street, this city, suffered a slight loss by fire recently.

Lecderer & Co, crockery dealers, 2231 Eighth ave., this city, suffered a loss of \$200 by a recent fire.

Adams & Trask have sold their china store in Bloomington, Ill., to Lynch & Record, formerly of Independence, Ia.

Chas. G. Hutzler, senior member of the firm of Hutzler Bros., Baltimore, died on Sunday last at his home, 2,408 Eutaw Place, that city, aged sixty-seven.

The Cary Cascade Bottle Co and the International Bottle Stopper Co., with capitals of \$125,000 and \$1,200,000 respectively, were recently incorporated under the laws of Delaware.

Myles J. Murphy and Kate E. Murphy, who did business as the Irish Store, importers of Irish novelties, at 155 West Twenty-third street and 509 Fifth avenue, this city, have made an assignment to

George Bell. They began business in October, 1905, and dealt in Belleek and other novelties from Ireland. The liabilities were between \$2,000 and \$3 000, and nominal assets about the same.

The Ford Co. has taken possession of its new store on Chapel street, between College and Temple streets, New Haven, Conn. For more than sixty years the concern was located at Chapel and State streets.

Incorporation papers have been filed by the John Carson & Bro. Crockery Co., Denver, Col. Capital stock, \$100,000. Incorporators: Jas. Carson, John D. Rea, Thos. S. McMurray, Jas. D. Rankin and Wm. Bryans.

ODD FACTS ABOUT GLASS.

GLASS is one of the most interesting as well as one of the most peculiar things in the world. It has curious and contradictory qualities, and many astonishing phenomena are connected with it. Brittle and breakable as it is, yet it exceeds almost all other bodies in elasticity.

If two glass balls are made to strike each other at a given force, the recoil, by virtue of their elasticity, will be nearly equal to their original impetus. Connected with its brittleness are some very singular facts.

Take a hollow sphere, with a hole, and stop the hole with the finger, so as to prevent the external and internal air from communicating, and the sphere will fly to pieces by the mere heat of the hand.

Vessels made of glass that has been suddenly cooled possess the curious property of being able to resist hard blows given to them from without, but will be instantly shattered by a small particle of flint dropped into their cavities. This property seems to depend upon the comparative thickness of the bottom; the thicker the bottom is, the more certainty of breakage by this experiment. Some of these vessels, it is stated, have resisted the stroke of a mallet given with sufficient force to drive a nail into wood; and heavy bodies, such as musket-balls, pieces of iron, bits of wood, jasper, stone, etc., have been cast into them from a height of two or three feet without any effect; yet a fragment of flint not larger than a pea dropped from a height of three inches has made them fly.

It is scarcely credible, but is a fact, that a glass can be broken by the voice. If you strike a thin wine-glass while you hold it by the stem it will emit a certain note—in most cases a pretty deep one. On bringing the glass rapidly to your mouth and shouting into it the same note as loudly as possible, the vibrations of the glass being thereby extended, it will be shattered into fragments. This used to be a favorite experiment of Lablache, the renowned singer, who would thus break, one after the other, as many glasses as were handed to him.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE

HELP WANTED.

WANTED—Salesman familiar with the New England and New York State territory, with a knowledge of crockery, to travel on commission for an old-established pottery. Good trade of years' standing and a snap for a good, live man. Address A B C, this office.

SALESMAN wanted for hotel china manufacturers. High commission. Address Box 463, this office.

SITUATIONS WANTED.

YOUNG, experienced traveling man, with clean record and best of references, wants to represent first-class factory or jobbing house in New England territory. Has established trade. Address Box 461, this office.

FOR SALE.

FOR SALE CHEAP—Several high-grade tables, some cloth covered and some mirror-top. Also two fifteen-foot counter cases. C. DORFLINGER & SONS, 36 Murray St., New York.

FOR SALE—Kitchen furnishing and china store in a thriving New England city of 70,000. Established in 1885. New store, 50 x 100; two floors. Location the best; business increasing every year. Owner wants more time for outside matter. Store always made money. Rare chance. Address H, this office.

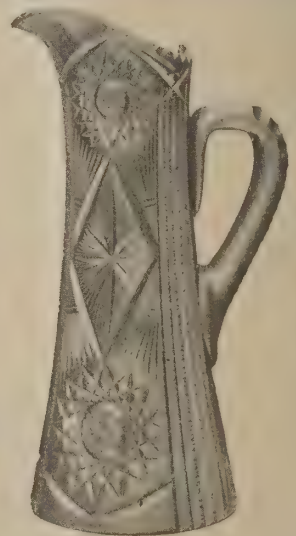
TO LET.

TO LET—Part of showroom (recently decorated and with shelving) in the Crockery Exchange Building, 25 West Broadway. Rent low to satisfactory party. Apply to GILL & Co., room 41.

Best Quality.

Fry Cut
Glass
represents
Value.

BUY IT AND BE
CONVINCED.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

LIMOGES AND ALTROHLAU CHINA

from their own factories.

Also

A New Line of Fancy Goods from C. G. Schierholz & Sohn,
PLAUE,

solely controlled by them.

TRADE MARK



ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all
our Specialties. White and Dec-
orated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK



ON DECORATED CHINA

S. A. Weller

Factories and Main Office: ZANESVILLE, O

Jardinieres
Pedestals
Umbrella Stands
Cuspidors
Fern Dishes

Up-to-date lines of
Art Ware and Vases

Ask the man with the samples to tell you
about the different lines.

SALESROOMS:

Boston, 56 Pearl St., Rooms 4 and 5.

New York, 57 Park Place.

Chicago, Glass and Crockery Exchange, 186-188 Fifth Ave.

Syracuse China

MADE BY

ONONDAGA
POTTERY CO.

Modern Art.



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

China Services.

CRESTS,
MONOGRAMS,
FRATERNITY EMBLEMS

CAREFULLY EXECUTED
UNDER GLAZE.

ONONDAGA POTTERY CO.,
SYRACUSE, N. Y.

SALESROOM: SYRACUSE, N. Y.
SALESROOM: NEW YORK,
237 Broadway, Cor. Park Place.

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

JOHN DAVISON,

12 Barclay St.,

New York,

SOLE AGENT FOR

Coalport China.

Adderleys, Limited.

Geo. Jones & Sons.

Stevens & Williams,

F. Winkle & Co.

Rock Crystal.

FULL lines in new shapes and decorations now ready for inspection. In saying that my new samples are far in advance of anything I have ever shown, I am only stating a fact.

CERAMIC IMPORTING CO.,

COMTE d'ARTOIS,

Limoges, France.

Decorated French China

37-39 Murray St., New York.

OLD NORWAY.

A BEAUTIFUL array of new samples showing exquisite shapes and decorations from the Arts and Crafts of Norway. Popular priced goods for jewelers and the best stores.

PAROUTAUD FRERES.

Limoges, France.

White China for Amateur
Decorating.

RORSTRANDS CHINA.

Exclusive shapes and decorations from the celebrated Rorstrands factory. Finest Bone China made in Sweden.

Fine French Decorated Dinner Ware and Fancy Pieces for the table.

PORSGRUND PORSELAENSFABRIK

Porsgrund, Norway.

Art Goods "Old Norway."

RORSTRANDS AKTIEBOLAG,

Stockholm, Sweden.

Tableware of Quality.

C. DORFLINGER & SONS, ^{36 MURRAY ST.,} NEW YORK.

Manufacturers of plain and cut

→ TABLE GLASSWARE ←

of the highest quality.

Works: White Mills, Wayne County, Penna.

Will Take Import Orders UNTIL JUNE 1st.

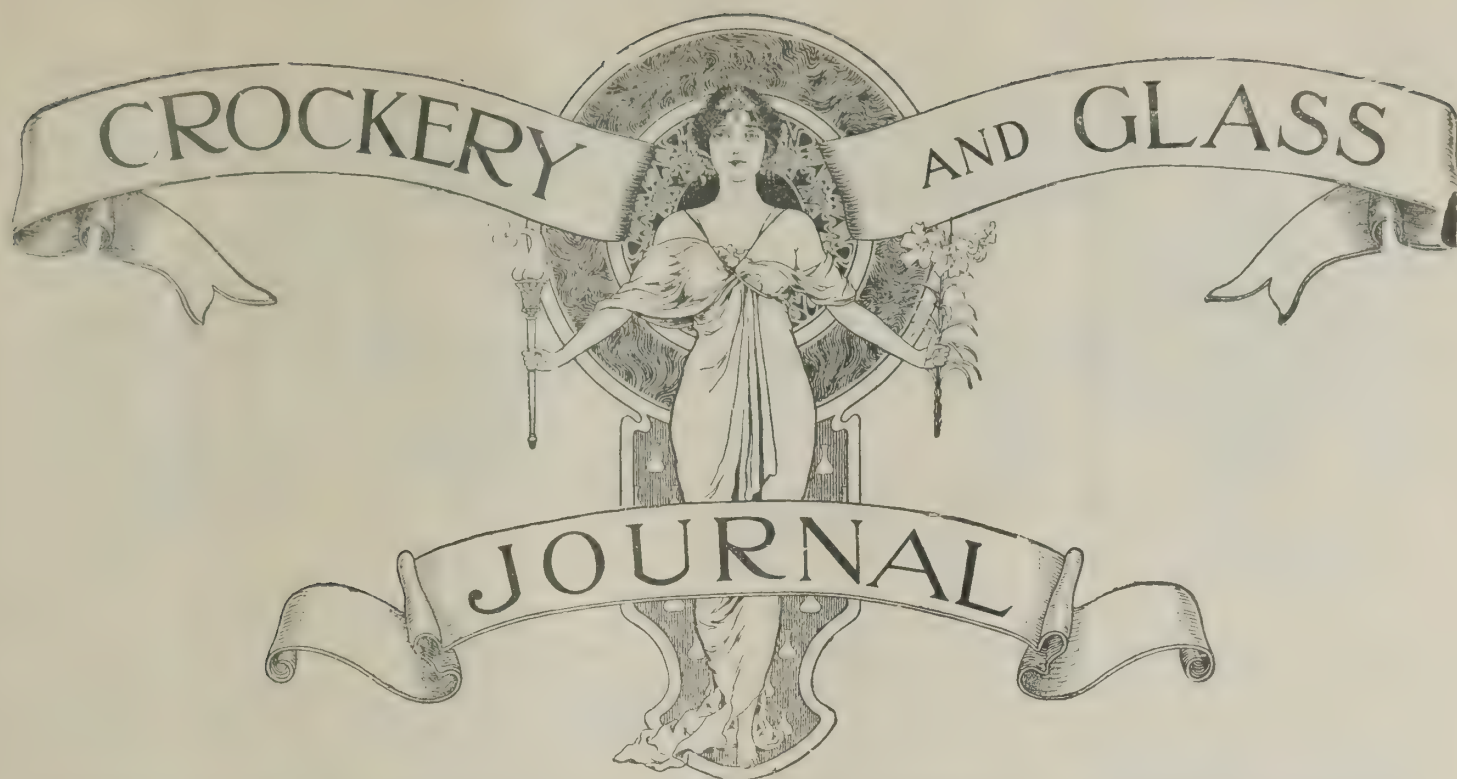
DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.



NEW YORK, APRIL 25, 1907.

THE CONDITION OF BUSINESS.

That reasonably brisk revival of business to which reference was made in these columns last week experienced a rather brief and inglorious career. Just about the time that shoppers, attracted to the retail thoroughfare by the intrusion of a little sunshine, had resolved to begin their delayed spring purchases, a heavy and and totally unexpected snowstorm swept along. Another fleeting glimpse of Old Sol was permitted on Sunday and Monday, but the shopping spirit was again wet-blanketed by Tuesday's rain. This has been the order of proceedings ever since April opened. Weather-wise folk say it has been the most unfriendly April that has visited us since 1874. No one in this particular neighborhood is likely to take exception to the statement. New York, of course, is not the only commercial sufferer by this vagary of the weather. From various other points come similar complaints, and it is only fair to presume that no other factor has contributed so largely to the discouragement of business.

Orders for import lines are still being taken. But they are invariably of small proportions and are being booked very largely by the men on the road. The foreign factories, despite the immense business forwarded to them this spring, are expected to find no such trouble as in former years in satisfying the demands of their customers. This is due to two causes. Orders were pretty generally placed earlier

this season than in previous years, and the factories have consequently been given more time in which to prepare the goods. Then, too, many of the plants on the other side have had their capacities increased during the year, and are therefore capable of caring for much heavier business.

Proprietors of summer hotels and boarding houses at the seaside, in the country or up on the mountains seem to be awakening to a realization of the fact that the vacation season is closely approaching. They have been extremely indifferent during the past weeks with regard to their crockery and glassware necessities; but this attitude is not surprising in view of the weather. They are beginning to buy at last, though; and as the prospects favor a busy vacation period, their purchases ought to be pretty heavy.

All of the lamp lines are now ready for inspection in local showrooms. While still somewhat early for these goods, quite a number of fair-sized orders have been placed here already. The lines shown are admittedly the finest ever presented in this market.

The opening of the Jamestown Exposition on Friday of this week has renewed the trade's interest in the affair. Many salesmen and buyers in this district are planning to spend their vacations this summer at the Exposition and in visiting other nearby points of interest.

While a slight falling off in business is becoming noticeable, the potteries here continue to be quite busy. It is recognized that the unfavorable weather has seriously injured the retail trade, in the East particularly, and orders from that source have consequently been below expectations. Some substantial business is therefore looked for before the usual spring buying season ends. The road salesmen are still on tour and are writing a satisfactory degree of business.

Pittsburgh and Vicinity With more seasonable weather business has taken a spurt, and the effect is felt all along the line. Orders were a little slow during the fore part of the week, but a good volume of business came in later. Jobbers are having a fairly good trade, and orders are coming in better than last week. Merchants anticipate better business during the coming week, and stocks are being increased with this end in view.

East Liverpool and Vicinity. The healthy condition in the pottery trade which has prevailed since the first of the year continues, and orders have been very satisfactory during the past week. Quite a number of traveling representatives of the various potteries have returned to the road after spending a week at the home offices. The warmer weather aided the manufacturers to obtain a better supply of gas, and enabled most of the potteries to catch up with belated shipments.

Rochester and Vicinity. Glass manufacturers in this district continue to announce a very satisfactory business. Order books show demands for months ahead. The cut glass trade is better than ever—quite a number of duplicate orders being booked during the past week. Collections are reported quite satisfactory from all sections.

East Palestine, O. With the pottery trade here every effort is being exerted to keep up with shipments. Orders are very heavy, and already business is being booked for the fall trade. Immediate business is sufficient to keep all the plants in continued operation for months ahead.

WILL BEGIN AGAIN AS PEDLERS.

It is said that David H. and John Brand, recently convicted of aiding and abetting arson in connection with the burning of their housefurnishing goods store, Trenton N. J., two years ago, and who are now under heavy bail pending argument in the Supreme Court

for a new trial, will begin life over again as pedlers. Their big business has been closed out under bankruptcy proceedings and they have been left practically penniless.

A relative will buy a horse and wagon for them and they will start business on a scale that marked their arrival in Trenton less than ten years ago. David Brand, the head of the business, rose from a pedler to a man of wealth within a decade, and he declares that he can do it again. If the Supreme Court refuses the brothers a new trial an appeal will be taken to the Court of Errors.

BUSINESS BRIEFS.

Fire recently damaged the crockery stock of J. Wasserman, 33-77 Avenue C, this city.

Reed Metalsmiths Co., Portland, Me., has been incorporated to deal in metal and glass articles. Capital, \$1,000,000

The Aurora Mantle Mfg Co., lighting appliances, has been incorporated under the laws of Illinois. Capital, \$25,000

The Howland Metallic Cap Co., this city, has been incorporated with a capital of \$500,000 to make bottle closures.

Walden-Kottusch Stopper Co., Jersey City, N. J., to deal in bottles, stoppers, etc., has been incorporated. Capital, \$500,000.

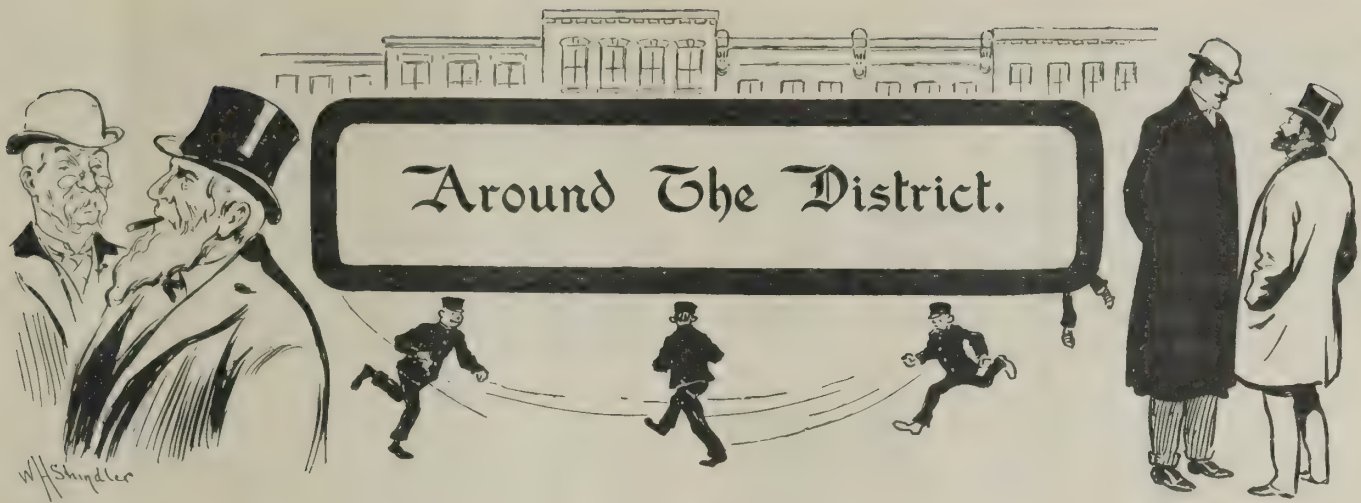
The American Carboy Co., Jersey City, N. J., manufacturing glassware, demijohns, etc., has been incorporated. Capital \$300,000

Temporary quarters at 40 North High street, Columbus, O., have been secured by the Hoffman Jewelry Co., which was burned out recently.

A charter has been taken out by the Eastern Stoneware Co., Boston, Mass. Capital, \$4,500. Incorporators: Geo. L. Bartlett, Oscar J. Saxe and Wm. H. Woodbury.

The Electro-Depositing Co., Augusta, Me., has been organized to make and deal in metal, glass and clay products. J. Berrry, of Augusta, is president-treasurer, and the capital stock is \$100,000.

Crowds of persons thronged to the store of the Joseph Horne Co., Pittsburgh, Pa., last week to see a most interesting series of industrial demonstrations given all over the store from the sixth floor to the basement. There were thirty special exhibits or demonstrations, with attendants at each to describe the operations fully. Everything, from the manufacture of pottery to the trimming of women's hats, was shown



LITTLE activity has been noted in the District this week. The number of visiting merchants has perhaps been smaller than during any week since the spring season opened. Local buyers have also shown little life in the way of purchases. The dullness of conditions is attributed almost wholly to the state of the weather.

Quite a large number of import orders are still being booked for the Limoges and Carlsbad lines of Chas. Ahrenfeldt & Son. The capacity of the factories engaged in the manufacture of these goods makes it possible even at this date to guarantee shipments in abundant time for the early fall trade.

Striking decorations appear on a line of German china coffee cups and saucers at Bawo & Dotter's. The groundwork is brightly tinted, and on the cups are vari colored medallions encircled by gold lace frames. The handles are in solid gold, and a heavy gold band runs around the upper edge of the cups. They are sold in two assortments, either plain or moustache.

Eight new patterns have this season supplemented the English dinnerware assortment carried by the Geo. H. Bowman Co. While all of them possess merit, there are two that seem to sell with more spirit than the remainder. These are the green clover and the corn-flower designs. Several illuminated patterns, too, have caught on in great shape.

Palm, Fechteler & Co. remove on May 1 from 80 Fifth avenue to No. 67 on the same thoroughfare.

All of the samples of Radura have now been placed in position for the benefit of visitors to W. H. Dunn & Co.'s quarters. Radura, as has already been fully explained in our advertising columns, is the latest product of the Radford Pottery Co. It is an attractive line of matt green vases, jardinieres and candlesticks. The assortment includes thirty distinct

shapes in vases, three sizes in candlesticks, and from four to twelve inch sizes in jardinieres.

Jas. Douglass, the English importer, is arranging for the removal of his sample rooms from 24 Park Place to the Crockery Exchange building, where he will occupy room 32. The change of address occurs on May 1. In his new quarters Mr. Douglass will be favored by more room and better light than in his present place.

There is more merit, originality and diversity in the decorations that clothe the new lamps from the Fostoria Glass Co. than ever characterized any former line from this factory. Several of the subjects are of a type never before applied to lamps. Fishing scenes are among the best of them. On one lamp the angler is pictured as he wades knee-deep in the brook and is about to land his prey; another shows two men fishing from a canoe; and fully as effective is one that depicts a barelegged boy returning from the pond with a string of fish in his hand. Two Seminole Indians on horseback and in pursuit of a buffalo form another fine decoration. Then, of course, there is also the usual wide variety of floral and conventional motives. But even they are unlike former efforts, for the reason that the range of subjects is greater and the colorings are more pronounced. Among these, simple yet effective treatment of yellow poppies on a ground in thorough color harmony is decidedly artistic.

Something like 110 distinct styles are contained in the group of gas and electric portables that has just arrived from the Pittsburgh Lamp, Brass and Glass Co. It is far and away the most praiseworthy line that has ever issued from this factory. There is exploited not only a greater diversity of shapes in portables, but likewise a series of designs in shades that totally eclipse all former productions in merit and originality. By way of illustration, the fact might be mentioned that five absolutely new portables and shade finishes are introduced. The Nipon Bronze, Verde Chromic, Old English Brass and Etruscan

Bronze, more particularly, differ from any treatment ever before applied to this class of goods. In addition to these finishes, all of the standard treatments are also utilized. The ornamental portables, especially, are fashioned in a manner that is representative of the highest artistic ideals in this particular line. The unusual elaborateness of the leaded glass designs and their treatment in oxydized brass, brushed brass and other finishes are worthy of the trade's immediate and most careful consideration.

Samstag & Hilder Bros. have leased the entire building 465-469 West Broadway for the manufacture of metal novelties, etc. The structure possesses a floor space of 40,000 square feet, and thereby more than doubles the firm's former manufacturing capacity.

AT PITTSBURGH.

PITTSBURGH is now the Mecca for import representatives and salesmen for domestic pottery and glass lines. The Colonial, Anderson and Henry hotels are scenes of great activity.

H. K. Vierlinger is at the Colonial on behalf of the Strobel & Wilken Co., New York. His stay will last for three weeks. His orders so far for Easter novelties for next season's importation are at least thirty per cent. heavier than a year ago. E. F. Schwarz and Harry Beck are showing a line of foreign toys and dolls for this house, while a full line of domestic toys is in charge of A. K. Ackerman. China and glass are being shown by Jake Lauterbach. Parlors G, H, K and L are occupied by this very comprehensive exhibition.

The parlors at the Hotel Anderson occupied by A. Herr, representing Bawo & Dotter, of New York, with a complete line of imports continue to be an attraction for buyers throughout the district. The arrangement of the display is such that buyers can examine the good things offered by this house without trouble. A remarkable trade has been done ever since the Pittsburgh rooms were opened.

L. H. Mace & Co., of New York, have opened at the Colonial with most everything in the toy line. The display is for the benefit of holiday buyers, and the first week's business is far in excess of last year. He will remain here for three weeks, and then open in Cleveland and Cincinnati.

J. C. Deens, with the most recent creation of the D. E. McNicol Pottery Co., the "Carnation" dinner set, opened at the Anderson. This is the first time the new shape has been presented to the trade. It is shown in several decorations, all of which are very neat. Judging from first orders, the new set will have a good season.

William Cox, with a full line from the Goodwin Pottery Co., East Liverpool, opened at the Henry. He has a line of fifty-five novelties and a complete line of dinner and toilet shapes, all of which have sold well.

W. Tracy Bergen, representing the J. D. Bergen Co., Meriden, Conn., had a clever display of rich cut glass at the Henry. He is now at the Planter's in St. Louis, and will commence to work East next week.

S. A. Royce, of the Wheeling Potteries Co., was showing the new "Sorrella" dinner and "Baltic" toilet shapes at the Anderson. His line of specialties is very strong. The "Roman Beauty" line, in a variety of decorations, is really a novelty.

William R. Eliot, of Meriden, Conn., with a line of cut glass, spent several days at the Henry.

The Knowles, Taylor & Knowles line of pottery was shown at the Hotel Henry by Cecil E. Taylor.

John Hohmann, representing Fensterer & Ruhe, of New York, was at the Colonial with a complete line of glassware and china specialties. His business was very satisfactory.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Apr. 6, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 6, '07	Correspond ing period 1906
Boston	148	208	1748	1950
New York	125	118	1918	1501
Baltimore.	280	225	5421	3659
Philadelphia.....	6	51	669	455
New Orleans ..	164	197	2181	1133
Newport News....	42	....	336	260
San Francisco.....	....	....	134	248
Portland (Me.)...	72	80	2636	290
Galveston.....	....	80	310	263
Portland (Or.)....	....	....	20	414
Inland Points.....	....	305	117	8801
Total...	832	1159	15485	14074

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Apr. 6 '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 6, '07	Correspond ing period 1906
New York	124	113	1786	1628
Boston	128	208	1384	2065
Philadelphia....	6	51	650	439
Baltimore	280	225	5284	3717
San Francisco....	....	....	134	218
New Orleans ..	153	197	2018	1373
Portland (Me.)...	45	80	1449	293
Galveston .....	....	80	185	244
Newport News....	42	....	331	245
Portland (Or.)....	....	....	20	414
Inland Points.....	....	318	38	4889
Total...	778	1172	13279	15015

GEORGE S. GOODWIN BADLY HURT.

GEORGE S. GOODWIN, president of the Goodwin Pottery Co., East Liverpool, O., was run down by a bicycle at Sixth avenue and Smithfield street, Pittsburgh, last Friday evening, and sustained severe bruises and cuts about his head. E. L. Frye colored, who was riding the bicycle which hit Mr. Goodwin, was taken to a hospital, where his injuries were treated, and later removed to the Central Police station to await the outcome of the injuries sustained by Mr. Goodwin.

Immediately after the accident Mr. Goodwin was taken to the Homeopathic Hospital, Pittsburgh, and

mortgage made within the last four months that would be a preference under the assignment for about \$100,000. Van Buskirk & Osborn are bending every effort to secure enough claims to control the election of the trustee.

A. M. Weil, president of the company, says the action was taken without the consent of himself and at least three other members of the board. He claims that he did not receive a notice to attend the meeting at which the decision was come to until a few minutes before the time it was called, and then, being unavoidably late, found it adjourned upon his arrival. Directors Walker, Zutt and Cummins were not at the meeting.



HOW THE FLOOD IN THE OHIO VALLEY INTERFERED WITH RAILROAD TRANSPORTATION. THE TRACKS OF THE P. AND L. E. COMPLETELY SUBMERGED WHERE THEY PASS THE FACTORY OF THE CONSOLIDATED LAMP AND GLASS CO., AT CORAOPOLIS, PA.

for nearly twenty four hours remained in an unconscious condition. The attending physicians say he will soon recover unless complications develop.

EVANSVILLE GLASS CO. FAILS.

A GENERAL deed of assignment was filed on Thursday, the 18th, by the Evansville, Ind., Glass Co. The law firm of Van Buskirk & Osborn, representing the interests of certain creditors, followed up this action by filing a petition on the same date to have the concern declared an involuntary bankrupt. The object in putting the company through bankruptcy instead of allowing it to wind up its affairs under a deed of assignment is to defeat a

No one seems to know the amount of assets and liabilities, the only definite figures obtainable being in reference to the accounts receivable, which are placed at \$31,795.58.

Mr. Weil was the only person connected with the company who would place a value on the property. He stated that it was worth \$700,000—a sum, in his opinion, fully twice as large as the liabilities. 'The trouble,' he said, 'is the lack of sufficient working capital; \$25,000 would have put the company on a good working basis.'

The plant has not been ordered closed, and may not be. Mr. Weil stated that the bottle department had a large run of orders ahead, but that there was a slight depression in the pressed ware department. He expected developments in the tangle would follow with considerable rapidity within the next few days.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & J'AQUES,

92 West Broadway, New York

SUBSCRIPTION RATES; INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 25 1907.

ACKNOWLEDGING CORRESPONDENCE.

ACCORDING to social ethics, promptness in making reply to correspondence is one of the basic principles of common courtesy. The same is quite as true of the inquiries and responses that are exchanged in the course of a business relationship. The indifferent or neglectful social letter-writer endangers the permanency of his friendship with whomever he ignores. The business firm, whether it be identified with the factory, the selling agency, or the retail store, stands in precisely the same position so far as a loss of favor with disappointed correspondents is concerned. But, somehow or other, this fact doesn't seem to be fully appreciated by many of them. There seems to exist among a number of business men who are derelict in this regard a false impression concerning the real importance of a proper acknowledgment of correspondence. They rarely neglect to respond to inquiries, suggestions or complaints that may be of immediate benefit to their interests, but the mail that is less pleasant to dispose of often remains unanswered for an indefinite length of time.

This criticism of lax commercial correspondence has been occasioned by the recent experience of several manufacturers' agents who maintain showrooms in this city. They have written frequently to their factories during the past few weeks concerning delayed shipments, non-acknowledgment of orders etc., but have been ignored so persistently that their indignation has been justifiably aroused. They have found it impossible to obtain satisfaction of any sort through the mails, and have requested us to give

publicity to their complaint. We do this gladly, for in expressing their disapproval of this unnecessary fault we are only echoing our own sentiments. There is surely no more reasonable excuse for the neglect of prompt letter-answering in industrial or mercantile life than there is in the social sphere. In fact, the latter would be more pardonable. A failure to acknowledge a social letter represents a breach of etiquette which usually affects but one person. But the non acknowledgment of a business missive may injure not only the feelings but the financial interests as well of several parties.

There is nothing very difficult about the giving of proper attention to business correspondence. If, by way of illustration, a manufacturer's agent should inquire why a certain order had not been filled, the factory folk would certainly experience no very great inconvenience in writing him to the effect that the "goods are about to be shipped" or that "a rush of business makes it impossible to give the order attention for a few days." While the information might be unpleasant to the agent, he would, at least, be in possession of some knowledge with which to allay the anxiety and smooth the ruffled disposition of his inquiring customer. But without intelligence of any kind from the factory he has no verbal foil with which to defend himself against the continued complaint of the restless buyer.

Then there is the letter from one's creditor. It isn't very comforting for the man to whom you owe money to receive nothing more encouraging than disrespectful silence in return for the bill he mails you so frequently. How much more businesslike it would be to make reply to the effect that "the matter will receive attention as soon as circumstances permit." Of course, no man or firm to whom a bill is owing for any great length of time is likely to find complete satisfaction in a letter of that kind; but it would be much more gratifying than to have the reception of the bill persistently ignored.

The system of correspondence prevailing in many business houses and factories is sorely in need of improvement. We know of one manufacturer who, when he indulges in an occasional vacation, insists that no correspondence, except actual orders, be acknowledged until after his return. Chancing to visit his office one day, after he had been absent for more than a week, we saw a stack several inches high of unanswered letters from business houses. A correspondence method of that kind is worse than provincial. It is a positive travesty on business.

LOOK YOUR BEST!

THE applicant for a position cannot attend too carefully to his personal appearance if he would be successful. A smoothly-shaven face, clean nails, neat neckwear, fresh linen, well-polished shoes—these are essential and are better than expensive clothing lacking them. If you cannot go to an employer with-

out the fumes of tobacco or liquor on your breath you had better not go at all, for ninety-nine times out of a hundred they will prove fatal to your chances. With neatness in your dress, a cheerful face, and nothing about you to suggest the "down-and-out" man, you have the way well paved for a fair consideration of your merits.

EXPORTS OF POTTERY, GLASS AND TOYS.

WHILE the exportation of pottery, glassware and toys from this country has never attained any very great proportions, the statistics recently issued by the Department of Commerce and Labor show an appreciable increase in this respect every year. During the eight months ending last February there was shipped from these shores china, earthen and stone ware to the value of \$691,409. In two years this represented an increase of nearly \$200,000. The glassware exportations during the same eight months totalled \$1,605,876, as against \$1,485,735 the previous year. In toys, the export increase over 1906 for the same period was almost as large. The 1907 total was \$473,141, and in 1906 it was \$390,529.

PERSONAL.

FOR some time the friends of "Billy" Scammel, order-booker for the Maddock Pottery Co., have felt concerned over the abstracted manner of the young man. They were actually alarmed until the discovery was made one day that he carried in his "grip" a scrap-book containing excerpts from Beatrice Fairfax's "tips to the love-lorn." Then they settled back to patiently await the usual sequel. It has developed in the form of an announcement of "Billy's" engagement to Miss Meta Leigh Walker, also of Trenton, N. J., the daughter of Counselor Samuel Walker, Jr. The wedding takes place next month. Miss Walker is one of the most popular and attractive young women in Trenton's social set.

A. Paroutaud sailed for Europe on La Provence, April 25. He will visit the factories to supervise the shipments of orders already taken, and arrange for new goods.

Frank S. Warren, with Maddock & Miller, came in a few days ago from the South after a tour lasting several weeks.

Fred Garrison, who rounds up business on the Pacific Coast for the Geo. H. Bowman Co., has been spending several days in New York and vicinity. When he leaves shortly for another tour of the far West Mr. Garrison will be accompanied by his father,

who is a resident of Paterson, N. J. The trip will last about six months.

L. B. Guy, formerly of the L. B. Guy Crockery Co., Davenport, Ia., now in the same business in Sioux City, is on his way East to make purchases. He spent a couple of days in Davenport en route.

Chas. Cross gives up the management of Ehrich Bros.' china department, this city, on May 1 and returns to the J. M. Blumstein Co., on 125th street, as buyer for the same class of goods. In the latter department he replaces S. Roth, who has held the position since Mr. Cross's departure.

Chas. B. Castner has succeeded Louis Stewart as president of the Stewart Dry Goods Co., Louisville, Ky. Mr. Stewart's retirement was made necessary because of his increasing duties in connection with the Associated Merchants Co., of which he is the head.

E. D. Wetton, with C. Dorflinger & Sons, has brought his extensive circuit of the West and South to an end after an absence of about three months.

J. C. Groshut, of the Edwin A. Denham Co., has returned from a buying trip to Europe. Mr. Groshut announced on his arrival that he had opened a permanent branch of his company in Berlin, and also stated that removal would soon be made of the local showroom from Barclay street to Broadway.

President Fallieres, of the French Republic, has honored Louis Stern, of Stern Bros., this city, by creating him a Knight of the Legion of Honor. Mr. Stern's services as American Commissioner to the Paris Exposition and his extensive business relations with France were responsible for this distinction.

B. W. Jacobs, president of the Ohio Flint Glass Co., has been registered at the Cumberland Hotel for several days.

The appointment of M. V. Joseph, of Loveman, Joseph & Loeb, Birmingham, Ala., as Commissary General of Subsistence on the staff of Governor Comer, of Alabama, has just been announced. As a result of this appointment Mr. Joseph must hereafter be addressed as "General."

W. L. Mirrieles, manager of Manning, Bowman & Co.'s showrooms in Chicago, has been renewing acquaintances here for several days.

G. B. de Mesquita and Wm. Meyers are now "roading" it in the interests of the H. C. Fry Glass Co. and the Empire Cut Glass Co. Mr. de Mesquita

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is visiting the Eastern Pennsylvania and South Jersey trade, while Mr. Meyers is bagging orders in New York State.



Chas. W. Franzheim, president of the Wheeling Potteries Co was a recent visitor in the downtown district.



J L. Johnson, manufacturers' agent in London, Can., has taken in A. E. Barbour as his partner. The firm name is now Johnson & Barbour, and the following American factories are represented: Consolidated Lamp and Glass Co., Dugan Glass Co., Riverside Glass Co., Tarentum Glass Co. and Macbeth-Evans Glass Co.



W. H. Dunn, of W. H. Dunn & Co., occupies a sample-room at the Quincy House, Boston, this week with several of the lines carried by his firm. It was Mr. Dunn's original intention to spend the week at the Continental Hotel, Philadelphia, but he has deferred his visit to the Quaker City until next week.



C. M. Raile, general manager of the A. Radford Pottery Co, arrived in town several days ago. He was accompanied by Mr. Kent, who travels South for the concern. The two remained here only a few days.



Jere Friedman, with L. Straus & Sons, has been obliged to take to his bed, a sufferer from a complication of diseases. He has been in failing health for the past few months, but was able to report for business a couple of hours daily until a week or so ago.



F. D. Van Arsdale has connected himself with the Bradley & Hubbard Mfg Co.'s New York office. He will direct his efforts towards the writing of business for gas and electric fixtures. Mr. Van Arsdale recently surrendered the assistant management of Abraham & Straus's china department in Brooklyn.



Carl Dunnell has resigned as buyer of woodenware for the Warfield-Pratt Howell Co., Sioux City, Ia., in order to identify himself with a wholesale grocery house in Los Angeles, Cal Reid Owens has been engaged as Mr. Dunnell's successor.



H. L. Seixas, with Edward Boote, returned several days ago from a two months' jaunt through the West. Since arriving home he has been pretty largely occupied in the preparations for the removal of his home from Brooklyn to Ridgewood, N. J.



Apparently, C. W. McClure, president of the McClure Ten-Cent Co, Atlanta, Ga., is quite as farsighted in his real estate investments as he is in the operation of his five- and ten-cent syndicate. Exactly two years ago he bought the premises 27-29 Mitchell

street, Atlanta, for \$31,000. Lately he sold the same property for \$60,000.



W. A. Stone has given up the management of Wm. Donaldson & Co.'s china department, Minneapolis, Minn. His successor is Mr. Moody, who was formerly connected with the same department in the capacity of an assistant.

GIMBEL BROS. BUSINESS NOT AFFECTED.

IN connection with the death last Monday of Benedict Gimbel in Hoboken, the following statement was made by Gimbel Brothers, Inc.:

"Gimbel Brothers is a corporation managed by the seven brothers, deceased being the youngest of the number, and owning a small minority block of the stock. His demise will have no more effect on the business than the death of any one director of a railroad."

SALE WAS DEFERRED.

POSTPONEMENT has been made of the sale of the property of the Ford China Co., Kittanning, Pa., pending the disposition of a petition filed by W. H. Smith, of Pittsburgh, and other creditors. This petition, which seeks to have a receiver in bankruptcy appointed for the concern, turned up on Monday, the 15th. The sale was set for the next day, but a restraining order issued by the court prevented it.

NOW THE HUNT GLASS CO.

THE interest of Jas. T. Sullivan in the Hunt & Sullivan Co., cut glass manufacturers at Corning, N. Y., has been purchased by Thos. T. and H. S. Hunt, and in the future the firm will be known as the Hunt Glass Co. The new officers are: President, Thos. T. Hunt; vice-president, M. E. Hunt; secretary-treasurer, H. S. Hunt.

TO ACQUIRE CHAIN OF DEPARTMENTS.

FOR the purpose of establishing a chain of departments in various department stores throughout the country the American Trading Co. was recently incorporated. The first space acquired is in the handsome new store of Wm. Taylor, Sons & Co., Cleveland, O. This department, which was opened on April 9, operates under a ten year lease. W. M. Oddie is the manager.

The incorporators of the American Trading Co. include Geo. H. Bowinan and Mr. Oddie, both of Cleveland; Geo. W. Clarke, of the Homer Laughlin

China Co ; and Messrs. Witherow and Brooks. The former is a bank president in Cleveland, and Mr. Brooks is a capitalist in the same city. The locations of other links in this crockery and glass department chain will be announced later.

IN TOWN.

Abbreviations—c, crockery; g, glass; nf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

W J Alexander, c, Troy, N Y.
V M Smith, with Carter Bros Dry Goods Co, t, Louisville, Ky.
A P Spengler, with Bush & Bull, c, Easton, Pa. Grand.
G Louis, with Woodward & Lothrop, t, Washington Prince George.
H S Baker, with D G. McCarthy Co, hf, Seattle, Wash. Breslin.
N H Gardinier, with Jordan, Marsh & Co, c, Boston.
A Long, of J Long's Sons, hf, Scranton Woodstock.
T R Moore & Co, l, Tamaqua, Pa.
G D Sleight, with Forbes & Wallace, s, Springfield. Latham.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending April 28, 1907.

ANTWERP

112 packages glassware.....	B Gunthel
11 " "	A Berger & Co
46 " "	W P Graham & Co
7 " "	J M Shaw & Co
66 " "	Miscellaneous Orders
5 " chinaware.....	Ceramic Importing Co
22 " "	Vogt & Dose
46 " "	Miscellaneous Orders
86 " earthenware	G F Bassett & Co
66 " "	Geo Borgfeldt & Co
11 " "	Koscherak Bros
1 " "	L Straus & Sons
27 " "	Strobel & Wilken Co
15 " "	Miscellaneous Orders
22 " toys.....	B Illfelder
1 " "	Geo Borgfeldt & Co
3 " "	C B Rouss
18 " "	F A O Schwartz
66 " "	Strobel & Wilken Co
147 " "	Miscellaneous Orders

ROTTERDAM

85 packages earthenware.....C L Dwenger

LIVERPOOL

5 packages earthenware.....	The Rowland & Marsellus Co
11 " "	E Brote
27 " "	Geo Borgfeldt & Co
18 " "	J Davison
18 " "	Meakin & Ridgway
9 " "	J S Robertson
6 " "	J Wygand & Co
35 " "	Miscellaneous Orders
2 " glassware.....	J Davison
6 " "	Miscellaneous Orders

LIMOGES

144 packages chinaware.....W L Briggs

BRMEN

13 packages glassware.....	L Straus & Sons
18 " "	Geo Borgfeldt & Co
1 " "	Bawo & Dotter
121 " "	Endemann & Churchill
8 " "	Hamburger & Co
334 " "	Miscellaneous Orders
149 " earthenware	Geo Borgfeldt & Co
9 " "	Bawo & Dotter
46 " "	Karl Hutter
38 " "	Knauth, Nachod & Krhne
24 " "	A Steinhardt & Bro
34 " "	Strobel & Wilken Co
73 " "	Miscellaneous Orders
4 " toys	Hamburger & Co
5 " "	L H Mace & Co
14 " "	C B Rouss
11 " "	F A O Schwartz
80 " "	Samstag & Hilder Bros
8 " "	A Steinhardt & Co
25 " "	F W Woolworth
78 " "	Strobel & Wilken Co
86 " "	Miscellaneous Orders

HAVRE

3 packages chinaware.....	Haviland & Co
2 " "	Miscellaneous Orders

HAMBURG

15 packages glassware.....	Fensterer & Ruhe
8 " "	F Bing & Co
152 " "	Bawo & Dotter
23 " "	Kmy-Scheerer Co
28 " "	L Straus & Sons
6 " "	Strobel & Wilken Co
28 " "	Miscellaneous Orders
7 " earthenware	Geo Borgfeldt & Co
6 " "	C Ahrenfeldt & Son
10 " "	Julius Palme
16 " "	Strobel & Wilken Co
21 " "	Miscellaneous Orders
10 " toys	Samstag & Hilder Bros
10 " "	B Illfelder & Co
27 " "	Strobel & Wilken Co
44 " "	Miscellaneous Orders
4 " harmonicas.....	Strobel & Wilken Co

TRIESTE

214 packages glassware.....	A L Crawford
2 " "	Endemann & Churchill

SOUTHAMPTON

3 packages chinaware.....	Bawo & Dotter
8 " "	Geo Borgfeldt & Co
4 " "	F W Jenkins & Co
24 " "	A G Moment
53 " "	Paroutaud & Watson
10 " "	J H Venen
29 " "	Wm Guerin & Co
29 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

COPENHAGEN

32 packages earthenware.....	C J Pierce & Co
8 " "	Geo Borgfeldt & Co

LIVERPOOL

33 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " "	Richard Briggs Co
7 " "	Miscellaneous Orders

ANTWERP

41 packages earthenware.....	Jones, McDuffee & Stratton Co
80 " "	First National Bank
29 " "	Geo Borgfeldt & Co
72 " "	L Wolf & Co
2 " "	R F Downing & Co



AMONG THE POTTERIES

Throughout the past week a little East Liverpool falling off in orders was noticeable. Being mid-season, this was to be expected. Still there is not an idle department of any of the local plants. Considerable attention is being given to the fall business, and some orders have already been placed for holiday delivery.

* *

The art line of the Goodwin Pottery Co is enjoying a remarkable sale this season. The "Mahogany" decoration, first advanced by this house, has had a good run wherever exhibited. Some handsome decorations are shown on the "Usona" and "Art Naturo" lines. William Cox, Eastern representative, spent a few days at the home office during the week.

* *

Buyers of domestic pottery are purchasing heavier this season than for several years.

* *

The general offices of the Homer Laughlin China Co. were removed this week from Plant No. 1 in the East End to the new plant at Newell, W. Va. The arrangement of all samples in these spacious quarters will be completed within about three weeks.

* *

Fred Seegers, who has been confined to his home for some time on account of illness, recovered sufficiently to report at the Edwin M. Knowles China Co.'s office during the past week. Mr. Seegers left Saturday for the West, opening first at Indianapolis.

* *

George S. Davis, Western representative for the Potters' Co-operative Co, has not been able to resume his route because of the serious illness of his father, who is at Cedar Rapids, Ia.

* *

Among the buyers in the district during the past week were: Mr. Parkhurst, of S. H. Kress & Co, New York; George A. Young, Portland, Me; Mr. Levy, Cincinnati; C. C. Beebe, Merchants' Premium Co, Chicago; W. L. Cox, Cincinnati; Charles D. Pearson, Indianapolis.

* *

A meeting of a dozen manufacturers of the district was held in the Potters' Club room to hear a proposition from E. L. Moore, representing the W. N. Best

American Calorific Co., of No. 11 Broadway, New York, who sought to introduce oil as a fuel for the burning of ware. While the manufacturers are anxious to get cheap fuel, the meeting resolved itself into the opinion that the burning of oil was not practical.

* *

George W. Clarke, of the Homer Laughlin China Co, who has been in the East for several days, has returned to the home offices.

* *

H. A. McNicol, of the Potters' Co Operative Pottery Co., who has been enjoying several weeks' vacation at West Baden, Ind., is at his desk once more.

* *

A scarcity of labor exists throughout the Western pottery district. Manufacturers assert that many more operatives could be profitably employed.

* *

The first decorated samples of the new "Carnation" dinner shape of the D. E. McNicol Pottery Co. were completed during the past week. The cover dish is in two sizes and forms an attractive feature of the set as a whole. The decorations are very neat and pleasing.

* *

M. D. Ruch, who has been representing the Taylor, Smith & Taylor Co. in the Western territory, has severed his connection with the firm.

* *

Samuel Larkins, of the National China Co., has added a clever idea to the firm's long line of novelties in the shape of a candelabra. The base is of pottery, handsomely decorated in soft colors, while the candle holders are of either nickel or brass.

* *

The shortage of gas proved a serious handicap to manufacturers during the week. Just after the factories had about caught up with business held back by the flood, chilly weather followed, and the gas supply became low. A few days of warm weather, however, will give the factories an ample supply.

* *

Col. W. A. Rhodes has just completed a new line of decorations for the new shape cuspadore which is being gotten out by the Taylor, Smith & Taylor Co

All the decorations are under the supervision of the Colonel, and he has shown remarkable taste in his latest selections.

* *

W. K. Capwell, traveling salesman for the East End China Co., has acquired a son-in law in the person of Frank Rigby, assistant bookkeeper at the Pottery National Bank. Mrs. Rigby was formerly Miss Belle Capwell.



Trenton. The dinner service to be used in the entertainment of guests at the New Jersey Building, on the Jamestown Exposition grounds, has been made by the International Pottery Co. There are five hundred pieces in the set. It is decorated in a simple but exceedingly pretty way. A narrow band of green encircles the outer edge of the rim, and running alongside it is a hair line of gold. Around the shoulder is applied another hair line in green. In the centre of the rim appears the seal of New Jersey in gold.

* *

Several crates, filled with straw, were destroyed by fire in the yard of the Keystone pottery a few evenings ago. They were ignited by a spark from a passing locomotive. The prompt arrival of the fire department prevented the flames from reaching the nearby factory buildings.

* *

John F. Spieler, for many years in charge of the decorating department of the John Moses & Sons Co., has fallen from grace in the eyes of his anti-marriage friends. He has taken unto himself a better half in the person of Miss Catherine Britt. The young lady was a decorator under Mr. Spieler's direction at the Glasgow pottery, and it was there the courtship began. Apparently, all the romance hasn't passed out of the pottery industry.

* *

P. Korzilius has discontinued his active connection with the cement business and will hereafter devote his entire time to the modeling of shapes for pottery firms here and elsewhere. He has opened a studio at 150 Jackson street.

* *

A building permit was issued a few days ago for the erection of the additional wareroom and kiln shed at the Maddock Pottery Co.'s plant, of which recent mention was made in these columns. The contract price is \$9,000. The wareroom will be 30 x 52 feet, three stories high, and will cost \$7,000. The kiln shed will also be of brick.

* *

The Trenton Potteries Co. has declared its regular quarterly dividend of two per cent. on its preferred stock, payable April 25 to stockholders of record April 18.



Some delay has been caused by the inability to secure material to rebuild the plant of the American Mutual Pottery Co., which recently took over the

property of the Columbus Pottery Co., near Chase-land. Active operations have been started, however, and some of the old product has been sold. In the place of D. J. Clahane, who died recently, James Schooler has been acting as president. A meeting of the board of directors will be called soon to fill the vacant position.



Beaver Falls, Pa. A heavy current business is reported at the office of the Mayer Pottery Co., while future orders are also piling up. Ernest Mayer has left for a brief visit to Europe.



East Palestine, O. A nobby decoration is being shown by the Ohio China Co. on a berry set, samples of which have just been distributed to the salesmen and jobbers. Soft colors are employed, and the effect is "something new."



Wheeling, W. Va. The Wheeling Stamping Co. are arranging to manufacture a full line of galvanized iron pails, tubs and coal hods, and expect to be ready to make deliveries about the first of August. They are enlarging their premises to accommodate this new business by taking rooms in the building adjoining their present factory.



Bridgeport, W. Va. A re-organization of the West Virginia Pottery Co. has been effected and application is about to be made for a charter. The paid-in capital stock is \$12,000 and the incorporators are V. L. Highland, S. S. Faris, N. M. Jones, J. D. Lawson, C. H. Warner and Gordon B. Late.

HOW TEXAS CLAY WAS FOUND.

CHICAGO, ILL., April 20, 1907.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir—I have heard a great deal lately about the new Texas clay, but no one that I have questioned seems to have any knowledge of its location, how it was discovered, etc. Kindly publish the information in your next issue.

CERAMIC ARTIST

This clay was discovered in deposits near the town of Leaky, Texas, about seventy-five miles from San Antonio. The find came about in a peculiar way. Prof. E. M. Tillman, a German scientist and geologist, was attending the Dallas State Fair when he noticed a man fingering an unusually white piece of clay. He had it analyzed and later visited the beds, which he found to be considerably over a mile in length, from 200 to 400 feet in width, and at least 100 feet deep. Lack of railroad communication was at first a serious disadvantage, but since then the Southern Pacific Railroad has extended its line to within forty miles of the place, and a spur connecting this branch with the beds will soon be built.



Pittsburgh and Vicinity. Although this is considered the mid season, and a lull is always anticipated, orders are being received throughout the district in a very satisfactory manner. During the past week the mail order business has been quite a feature of the trade.

The new line of lamps presented to the trade by the Consolidated Lamp and Glass Co. is conceded to be the richest of its character ever assembled by this concern. It has just been placed in the Pittsburgh offices and is already attracting much attention.

H. M. Felker, of the New York offices of the United States Glass Co., who has been spending several days with the Pittsburgh officials, has returned to the East.

The demand for high grade electric goods was never so heavy. Manufacturers have been compelled to exert every means to get orders out promptly.

Orders for cut glass this season have been very heavy, and the demand does not seem to abate in the slightest.

Among the out-of-town buyers in the district during the week were: Wood & Son, Cadiz, O.; Mr. Sweeney and Mr. O'Hara, of Cunningham & Co., Indiana, Pa.; J. W. Berriman, Charleroi, Pa.; B. Obley, West Newton, Pa.; Blackwood Bros., Irwin, Pa.; J. F. McKay, McKeesport, Pa.; Mr. Boyd, Leechburg, Pa.; E. Chadwick, Morgantown, Pa.; William Herzberg, Connellsville, Pa.; W. B. Cook, Myersdale, Pa.; Joseph I. Serdesky, Connellsville, Pa.; Friend F. Debolt, buying for Alliance store, East Liverpool, O.

There is considerable inquiry by retailers about holiday goods—which indicates that buying will commence early.

One manufacturers' agent here has been so rushed with home office business during the past two months that he has been unable to call upon his country trade.

It is said that this condition is general among all the local jobbers and manufacturers' agents.

A meeting of representatives of the glass bottle manufacturers and the glass blowers' association will be held in Pittsburgh May 3 to decide upon the beginning of the summer suspension.

It was expected that collections would be a little slow at this season of the year, but auditing departments say that money is comparatively easy.

At the offices of the Phoenix Glass Co. a very satisfactory business is announced. All lines are selling well, and trade is keeping up in all sections. Mail orders are very good.



With the cut glass manufacturers **Rochester, Pa.** of this district the demand was never as great, while with the factories manufacturing pressed and blown ware business continues as brisk as before the holidays. Mail orders with all factories are heavy, and the traveling salesmen are sending in a good business.



A heavy volume of business is reported by the **Wellsburg, W. Va.** Riverside Glass Co. Within a few days the firm will be able to announce its programme of improvements at the factory. The changes are necessary in order to take care of increased business. They have just put out a new lamp which they call No. 615, Colonial, cut, shut, one-piece. It is very substantial, well made and handsome, and is unquestionably one of the best lamps of its class ever put upon the market. Another new lamp, the "Medallion," is also taking well. The factory is now in good working order, having fully recovered from the effects of the flood, and is making prompt shipments.

With the Eagle Glass and Mfg. Co. nothing but prosperity is reported. The firm has caught up in

most instances with belated shipments caused by the flood a month ago, and current orders are being shipped on time.

✕

The high wind of Wednesday Millville, N. J. worked havoc here. Three young women, Lena Doughty, Lydia Thurston and Silvia Gallagher, employed at T. C. Wheaton & Co.'s glass factory, were crushed to death by the collapse of a smoke-stack, which fell on the roof of the grinding room, occupied by several men and the three young women, and buried them under the debris.

BANQUETTED BY THEIR EMPLOYERS.

MORE than two hundred employees of the O. T. Johnson Co.'s department store, Galesburg, Ill., were banquetted recently by the members of the firm. The affair was arranged with the idea of demonstrating the concern's appreciation of the efforts of the salespeople during the past year. Robert Chappell, senior member of the firm, was presented with a silver loving cup at the close of the banquet.

IN THE HOUSEFURNISHING WORLD.

Wm. Russell's woodworking factory, Philadelphia, Pa., was recently burned.

* *

The Acme Broom Co, Boston, Mass., has been incorporated. Capital, \$50,000.

* *

A petition in bankruptcy has been filed against Flexner Bros., Kalamazoo, Mich.

* *

The Restigouche Woodworking Co's factory, Dalhousie, N. S., was recently destroyed by fire

* *

The Goodrich & Martineau Co.'s store, Oconto, Wis., was recently destroyed by fire. Loss, \$100,000.

* *

Darlington Co., department store, Brooklyn, N. Y., has been incorporated with a capital of \$1,000,000.

* *

The Boston Department Store, Phoenix, Ariz., was recently destroyed by fire. Loss, \$200,000. Insurance, \$75,000.

* *

The factory of the Morgenthaler-Horton Basket Co., Paducah, Ky., has resumed operations, under a receiver, after a suspension of several weeks.

* *

Articles of incorporation have been filed by the Brady & Black Hardware Co, Temple, Texas., whole

sale and retail dealers in housefurnishings, etc. Capital stock, \$40,000 Directors: Wm. A. Brady, Duncan A. Black, Wm. F. McGregor and Jos. C. Mc Keehan, Jr.

* *

Following the recent lead of several Eastern and Western stores, the Mills Dry Goods Co., Topeka, Kas., has converted its basement into a "bargain store."

SUPPLYING THE FOREIGN CUSTOMER.

DESPITE the well-known fact that the great majority of manufacturers pay little attention to seeking trade in other countries, particularly while business is so brisk at home, it is evident from the volume of American goods which go abroad that some of our manufacturers are paying very close attention to foreign markets or that buyers in other lands are more and more seeking and securing American articles for sale to their fellow countrymen. The fact is that both of these conditions obtain.

In these times of tremendous industrial activity the far seeing American manufacturer and the broad-minded American statesman are both taking comprehensive views, not only of the United States, but of the whole world, as fields for the profitable employment of American capital and the sale of American products. The constantly increasing conveniences in the matter of international communication result in greater frequency of travel from one country to another, more numerous international distribution of trade literature, and a consequently greater enlightenment and interest on the part of foreign business people in securing the articles they need more directly from the producers, with a consequent saving in time and expense. The progressive manufacturer in all countries desires to meet foreign buyers at least half way in the matter of supplying him with his goods as promptly as possible and at a minimum of expense in the transportation of the articles.

It is this matter of transportation on which, as much as on any other one thing, hinges the success of export trade. To many manufacturers, particularly those established at inland points, over-sea shipping is a mystery, so that a majority of them have been content to supply such foreign orders as may occasionally come to them through the medium of the commission house, as in this way they have made sure of their money with but little trouble themselves.

The export commission house has been a very important factor in promoting American trade, and it will continue to be a prominent factor. At the same time the manufacturer who wishes seriously to compete for a fair share of the orders for his class of wares in other countries must do this by similar methods to those he would employ at home—that is, he must seek out the possible customers for himself and get in direct touch with them. Where competition as to

price is especially keen the elimination of all unnecessary commissions becomes absolutely necessary in order to secure business. This means that the forwarding of the goods must be done in the most economical as well as expeditious manner.

This brings the manufacturer at once to a consideration of shipping and forwarding facilities from his factory to the premises of his customer. He then finds that while to some countries the formalities are comparatively simple, to others the various regulations with respect to customs classification, consular invoices, etc., are complicated matters requiring the attention of experts. He also finds that there are a number of agencies which claim to be familiar with all these details, and if entrusted with the business of a manufacturer will take them off his hands and take full charge of his shipments. As in all other businesses, there are good, bad and indifferent forwarding agencies; some which give conscientious attention to all their orders, and others which endeavor to make all they can out of each transaction passing through their hands.

Realizing that the individual manufacturer, particularly the one whose establishment is inland, cannot be in a position to discriminate as to the facilities or character of the different forwarding agencies, the most influential association of manufacturers in the United States several years ago established a forwarding agency of its own. This agency (which is a bureau fully equipped for its work) secures all information with respect to transportation to any part of the world, quotes the actual prevailing freight rates for any class of goods to any point, and, whenever desired, takes actual charge of the shipments from works, to customer, making out the necessary papers, cashing or collecting drafts, and in every way promoting the business of the manufacturer, instead of acting as an independent concern chiefly interested in securing profits for itself.

Whatever means a manufacturer may adopt for filling his customer's orders, there is no part of his business which should have more careful attention than this particular matter of forwarding, with which is identified the manner of packing the goods.

Packing and forwarding are intimately related, for several reasons. In the first place, packing must be considered from the point of view of the handling which the goods are to receive. If the customer lives in a mountainous region, not reached by railway, as is so often the case in South American and some Asiatic countries, the goods must be arranged in convenient packages for carrying on the backs of pack animals. Where the customer is in low and swampy regions with numerous water courses to shoal for ordinary steamboat traffic, the goods would frequently have to be transported in frail canoes to their ultimate destination. If the goods are in any way affected by dampness, means must be taken to prevent this dampness from injuring the article, particularly where the articles are sent to tropical climates, or to temperate climes to reach which the vessels may have to spend

days or weeks in traversing tropical seas, where the atmosphere is constantly moisture-laden.

Another subject which requires careful attention is packing with a view to customs requirements. A customer may have to pay a much larger duty than he should through inattention to the packing of goods he imports. This comes from the fact that there are countries which assess duty on the gross weight of some goods, including outside covering. Again, the duty may be according to the weight, with a different duty for each kind of metal of which the goods are composed. Consequently, if the parts composed of different metals can be separated, or the weight of each component part can be distinctly stated in the invoice, it should be done, or otherwise an undue rate of duty will have to be paid by the importer. These details are mentioned as illustrations of the attention which the manufacturer cultivating an export trade must give to them in order to secure satisfactory results; and means that he should give the utmost care to the instructions with respect to shipping, packing and forwarding which he may receive from his foreign customer.

In addition to the care in packing and the selection of a reliable agency for taking care of the forwarding, the same amount of care must be given to the preparation of the invoices and to the forwarding of the documents, which must accompany or precede the goods themselves. Instructions as to the details in all these matters should and would be furnished him by a forwarding agency that is up-to-date and properly equipped for the business in which it is engaged — *American Industries*.

OBITUARY.

ROBERT SKINNER, founder of the firm of Jas. A. Skinner & Co., Hamilton, Ont., crockery and glassware jobbers and retailers, died on Friday, the 19th, at the Hotel Latham, this city. The remains were interred in Hamilton on Monday last. Mr. Skinner was fifty-six years of age and leaves a widow, son and daughter. A cancerous growth on the cheek was the cause of Mr. Skinner's death. He had been suffering from the disease for some time and had been confined to the Latham since early in January.

SILVERWARE MERGER EFFECTED.

THROUGH the filing of a certificate of consolidation at Albany last Saturday of the Silversmiths' Co and the Silverware Stocks Co., a corporation merger, in which the Gorham Mfg. Co., of this city, is the principal factor, was accomplished. Edward Holbrook, who is head of the Gorham Co., is president of the consolidated company. The capital of the merged companies is \$14,000,000.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words) PAYABLE IN ADVANCE

HELP WANTED.

WANTED—Salesman familiar with the New England and New York State territory, with a knowledge of crockery, to travel on commission for an old-established pottery. Good trade of years' standing and a snap for a good, live man. Address A B C, this office.

SALESMAN wanted for hotel china manufacturers. High commission. Address Box 463, this office.

WANTED, ASSISTANT MANAGER—One to take charge of housefurnishing department, who has had experience in housefurnishing, china, glass and lamps. Good appearance and habits. Who has ability to take more responsible position. Address, with references and past experience, A. W. WHEELLOCK, Rockford, Ills.

SITUATIONS WANTED.

YOUNG, experienced traveling man, with clean record and best of references, wants to represent first-class factory or jobbing house in New England territory. Has established trade. Address Box 461, this office.

BUSINESS OPPORTUNITIES.

WANTED—Manufacturers' agents to handle a line of fancy goods and portables on commission, in Chicago, St. Louis and other parts of the West, by an established concern. Address Box 464, this office.

FOR SALE.

FOR SALE CHEAP—Several high-grade tables, some cloth covered and some mirror-top. Also two fifteen-foot counter cases. C. DORFLINGER & SONS, 36 Murray St., New York.

TO LET.

TO LET—Part of showroom (recently decorated and with shelving) in the Crockery Exchange Building, 25 West Broadway. Rent low to satisfactory party. Apply to GILL & Co., room 41.

Best Quality.

**Fry Cut
Glass
represents
Value.**

**BUY IT AND BE
CONVINCED.**



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

The Taylor, Smith & Taylor Co.

POTTERS,

East Liverpool, Ohio, U. S. A.,

MAKERS OF

**CHESTER HOTEL CHINA,
CABLE WHITE GRANITE,
VITREOUS PORCELAIN,**

White and Decorated.

SHOWROOMS:

303-308 M. and M. Building, Baltimore, Md.

26 South Main St., Memphis, Tenn.

York St., San Francisco, Cal.

1517 Lawrence St., Denver, Col.

129 East Third South St., Salt Lake City, Utah.

THE LITTLE HOSTESS DINNER SET.

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St.

Boston, 67 Chauncy St.

New York, 42 West Broadway.

Chicago, 160 State St.

TRADE MARK

 ON WHITE CHINA

French China Import Samples.

New and desirable patterns in all
 our Specialties. White and Dec-
 orated. Be sure and see us.

VOGT & DOSE,

Sole Agents for

TRESSEMANES & VOGT,

43 Barclay Street, New York City.

TRADE MARK

 ON DECORATED CHINA

S. A. Weller

Factories and Main Office : ZANESVILLE, O

Jardinières
 Pedestals
 Umbrella Stands
 Cuspidors
 Fern Dishes

Up-to-date lines of
 Art Ware and Vases

Ask the man with the samples to tell you
 about the different lines.

SALESROOMS :

Boston, 56 Pearl St., Rooms 4 and 5.

New York, 57 Park Place.

Chicago, Glass and Crockery Exchange, 186-188 Fifth Ave.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
 HALL GLOBES
 GAS GLOBES

In a large variety of de-
 sign and shape in differen
 styles of etching. Prices
 furnished on application.

James J. Murray & Co.,

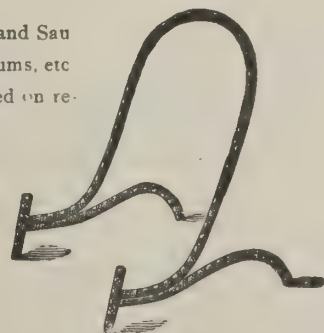
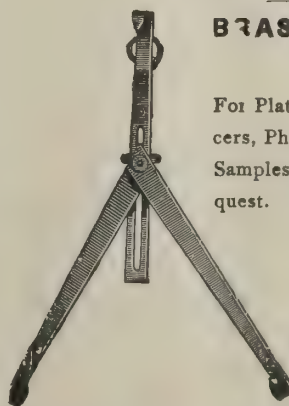
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WE HAVE NO AGENTS.

BRASS EASELS AND PLACQUE
 HANGERS

For Plates, Cups and Sau-
 cers, Photos, Albums, etc
 Samples forwarded on re-
 quest.



ABELS & CO., 460 West Broadway, New York.

MANUFACTURERS

Syracuse China

MADE BY

ONONDAGA
POTTERY CO.

Modern Art.



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

China Services.

CRESTS,
MONOGRAMS,
FRATERNITY EMBLEMS

CAREFULLY EXECUTED
UNDER GLAZE.

ONONDAGA POTTERY CO.,
SYRACUSE, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK,
237 Broadway, Cor. Park Place.

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

Will Take Import Orders UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.



Libbey
"THE WORLD'S BEST."



THE finest workshops and the
finest workmen in the world.
An experience that dates back to
the inception of the industry in
America.

Would it not actually be a reflection upon us if Libbey Cut Glass were NOT the most perfect cut glass?

LOOK FOR THE NAME LIBBEY
GRAVEN IN THE GLASS.

==== *The* =====

LIBBEY GLASS CO.

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.



NEW YORK, MAY 2, 1907.

THE CONDITION OF BUSINESS.

The general condition of trade throughout the country is fair. In some locations it is undeniably dull, while in others it is good. Probably when the average is struck it will be found that business evens up with previous years. Sufficient cause is found for the dullness, where it exists, in the late, cold spring. Floods, too, have retarded trade in many places. In spite of these local conditions there is nothing to discourage dealers. The prospects are all right. The pessimistic views which are being industriously circulated concerning crops, while not wholly without foundation, are much exaggerated. In certain limited areas damage has been done to cereals within the last month. Prior to that the yield was expected to be the highest known for many years. Whatever damage has been done will only bring the average down to the figures of the last two or three years, which in themselves were very good. The fruit crops have been badly injured in some sections. Reports from over three thousand places two weeks ago showed a fair yield. Snow, rain and hail since then have undoubtedly reduced the average in some sections. But with the return of pleasant weather, which can confidently be expected within a few days, the yield will undoubtedly come up to the normal. With the excellent means of inter-communication between the States, the partial loss of crops in any one section may be easily overcome by a distribution from the more favored locations.

The retail trade in New York City, and, in fact, all the large cities, continues exceedingly quiet. This is offset by a brisk business in the smaller places. It is becoming recognized that the department stores, which are now largely the distributors in the big cities, are too numerous for the population. Statistics show that the consumption of crockery and glass is slowly but surely increasing, and yet the majority of the department stores are complaining of slow sales and poor profits, while the legitimate crockery stores report almost the opposite. As an example, Higgins & Seiter show a steady increase on regular goods, not counting a recent very large single order, while their hotel department is very much ahead. Other legitimate houses could also be quoted showing like conditions. Some day the dry goods men will learn that crockery and glass cannot be turned more than two or two and a half times a year, and that anything less than thirty-three per cent added to the cost price will result in a loss when the books are balanced. To make a living profit, at least fifty per cent should be added.

Orders received at local potteries lately **Trenton.** have been about as variable as the weather. Revivals and slumps have followed each other closely, and it is inferred that the frequent transformations in climate from midwinter to almost midsummer have been responsible. At no time has

there been such a scarcity of business as to necessitate the reduction of operative forces. In fact, manufacture has continued without an interruption of any sort. The road salesmen are still on tour, and it is from them that most of the demands have emanated.

Pittsburgh and Vicinity. With more seasonable weather merchants are preparing for better trade in the crockery and glass lines.

While the spring trade is admitted to have been a little backward in some respects, still a good volume of business has been transacted. Jobbers anticipate a good month, and have been rushing heavy orders to the factories. Cut glass has been selling well, while the demand for domestic pottery has shown an increase. The better grades of lamps are going exceedingly well.

East Liverpool and Vicinity. The pottery trade continues to remain in a healthy condition. Mail business is heavy. Department store buyers are sending in many duplicate orders. Inquiry for midsummer stocks is heavier than anticipated. All potteries where sufficient employees can be obtained are running full. The South and West are buying heavily. While collections were reported slow in some instances, toward the end of the week quite an improvement was noticeable. Road salesmen have been meeting with success, and in many sections a number of new customers have been listed.

Wellsville, O. Pottery manufacturers in this district are having such a successful season that they find it impossible to accumulate stocks. The potteries are running full, but orders are so brisk that they take the ware as fast as it is produced.

CLAIMS DISCOVERY OF LOST ART.

FROM Paris comes this interesting bit of information: "Geo Vogt, director of the chemistry department in the National Porcelain Manufactory of Sevres, has at last discovered the formula for a ceramic paste such as was used in the famous factory in the eighteenth century, the secret of which was lost. It is a soft paste, which, when exposed to the fire, assumes the same qualities as hard porcelain.

"For over a century constant effort has been made to discover the composition of this enamel, which made the Sevres porcelain the most celebrated in the world. In 1884 it was thought that the discovery was made, but it turned out that the enamel did not possess the requisite qualities.

"It is now intended to re-manufacture with the

newly-discovered enamel paste several of the best models that have been turned out of the Sevres factory in centuries past, and the collection will be sent to London as part of the ceramic exhibit which King Edward will inaugurate in person next year."

CONVENTION OF McCLURE CO.'S MANAGERS.

MANAGERS of the various stores operated by the McClure Ten-Cent Co. held their annual convention recently in Atlanta, Ga. The session lasted two days and was marked by social as well as business features. S. D. Herren, general manager of the company, was chairman of the convention. He made a forceful and helpful speech on "How to Train New Help and Interest Them in the Business." W. F. Holley, general buyer, discussed "Where and How to Buy Merchandise." Hugh Dorsey, vice president of the company, spoke on "Loyalty to the Business." Other attaches of the concern also made addresses.

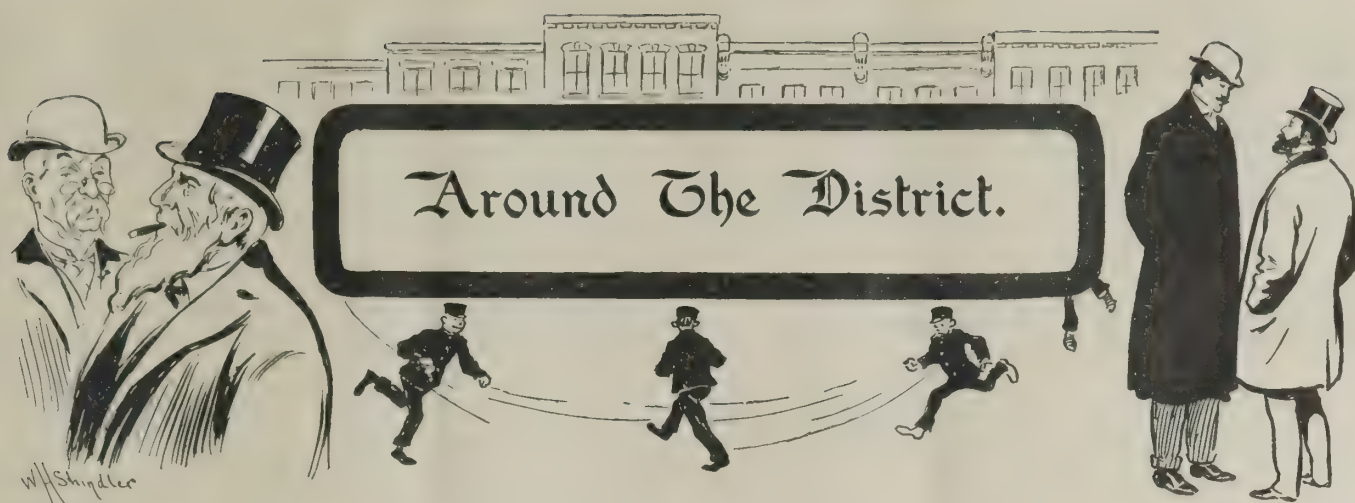
Mr. McClure banquetted the managers at his home in Inman Park, and on the closing day of the convention addressed them on "How to Make a Success of the Five and Ten Cent Business." His talk was brimful of valuable recommendations.

OBITUARY.

RICHARD J. DONOHUE, formerly connected with the office force of Edw. Boote, the English importer, died early last Monday morning at his home, No. 173 Dikeman street, Brooklyn. He had been a sufferer from lung trouble for about a year, and last November his condition became so weak that he gave up business and sought relief in the Adirondacks. But his health continued to decline, and a couple of months later he returned home. Mr. Donohue was twenty-two years of age, and first connected himself with the trade nearly four years ago, when he engaged as bookkeeper with Maddock & Miller. About two years later he accepted a position with Mr. Boote. The deceased was a member of the Pottery, Glass and Brass Salesmen's Association.

Martin Daab, Jr., died last Sunday at his home, No. 918 Park avenue, Hoboken, N. J. He was formerly engaged in the crockery and glassware business at Vesey and Washington streets, New York city, retiring in 1887.

Mrs. Adler, well known to many traveling men as Jenny Lillienthal, died at her home in Atlanta, Ga., on the 21st, of meningitis, after an illness of two days. She was married only five months ago. Bright and cheery, with apparently every prospect of a happy life, she has left a host of friends to mourn her.



AN unusual dullness pervades the District. No one expects to see many visitors at this time of the year, but this season there are fewer than usual. It is no use to try to account for conditions; so everybody is blaming the weather, and hoping for better things soon.

Even a ceramic connoisseur would be likely to overestimate the price of the special line of Imperial china plates at Bawo & Dotter's. The designs are elaborate enough for the ornamentation of plates many times more expensive. Mythological subjects occupy the centres, and around the borders are patterns that are notable for their execution, coloring and freshness of treatment.

Although removal was made only a few days ago, the Consolidated Lamp and Glass Co.'s exhibit in its new home at 66 West Broadway is already prepared for the trade's scrutiny. The display is located on the sixth floor, where the convenience of passenger and freight elevators and adequate light, ventilation and space are enjoyed. All of the 1907 innovations in lamps, shades and globes from the Consolidated's factory, many of which have not previously been shown, are now being presented.

Carpenters have been engaged for several days in the preparation of room 32, at 25 West Broadway, for the accommodation of Jas. Douglass and his seven lines of English china, earthenware and glassware. The alterations will have been completed by next Monday. In his new quarters Mr. Douglass will be enabled to make a much more satisfactory display of his samples than at 24 Park Place. Besides having considerably enlarged space at command, the new showroom is also much better lighted.

L. D. Hatton, manager of Gill & Co.'s local office, is the inventor and patentee of the Reflex electric shade, which is one of the most powerful illuminants for a sixteen candle-power lamp that has ever been

placed on the market. It has just been adopted by the Interborough Railway Co. for use in the "L" and subway trains. The Reflex distributes light in much the same manner as does the Semaphore light, which is installed in pretty nearly every lighthouse in the world. The manufacture of the Reflex has been placed in the hands of Gill & Co., and samples are now ready for the examination of buyers in that concern's New York showrooms.

Samples of the H. & H. Mfg. Co.'s new "Crown" patented salt-shakers are carried by the Keane & Martin Co. at 100 Chambers street, the downtown office of the concern. This shaker, which also has peppers to match, possesses a simple device that positively prevents clogging in the crown. The bottles are of a handsome colonial type, with silver tops and fittings that are absolutely non-corrosive. Inducements of a special character on these shakers are offered to jobbers.

Sixty different styles of "Perfection" student lamps are produced by the Manhattan Brass Co., which has its office at 332 East Twenty-eighth street. They are uniformly attractive and include a number of designs that are positively novel. The Manhattan's output also contains many excellent things in the way of gas and electric portables, cuspidors, fire goods, fenders, andirons, fire sets, etc. Then there is also the "Excelsior" fool-proof lamp, which is so constructed with regard to safety appliances that the services of a coroner's jury will never be found necessary in the case of even the most indiscreet and inquisitive housemaid.

Numerous and various are the glassware articles used in connection with the modern soda fountain. Not one of them, it is safe to assert, is absent from the line now being made by the United States Glass Co. The assortment embraces lead blown and pressed soda tumblers, sundae glasses, sherbet cups, punch bowls, lime and lemon bowls, crushed fruit bowls and jars, cracker jars, tall spoon-holders, syrup

bottles, bitter bottles, straw jars, and about every other item that may be of even the slightest importance. The shapes and designs are fully in keeping with the artistic standard established on other lines by the United States Glass Co.

W. B. Weddle & Son, 25 West Broadway, have been appointed local selling representatives of the J. Nardi Co., Boston, manufacturers of statuary.

W. M. Warrin, 76 Park Place, has accepted the agency of the Peters & Reed Pottery Co., Zanesville, O., makers of fancy pottery.

AN IDEAL COST MARK.

SPEAKING of old-fashioned cost marks, a writer in the *Jewelers' Circular* says a majority of the cost marking systems now in use are impracticable, being either unwieldy or too easy to solve. The first systems were based on the use of words containing ten letters, no two alike, each letter representing a numeral. Probably the most venerable of the words still in use is:

W A S H I N G T O X
1 2 3 4 5 6 7 8 9 0

Another, somewhat less easily decipherable by the customer, is:

D O N ' T G I V E U P
1 2 3 4 5 6 7 8 9 0

Another one is:

B Y E A N D K O S T
1 2 3 4 5 6 7 8 9 0

Such marks as these are no secret if one sets himself to pick them out. Usually all that is necessary is to find out what several of the ten letters are, and then fix upon the ones most likely to represent 1, 5 and 0. Such secret cost marks can be figured out in this way in five minutes sometimes. Other merchants use the letters in this way.

A B C D E F G H I J
1 2 3 4 5 6 7 8 9 0

Or, as follows:

Z Y X W V U T S R Q
1 2 3 4 5 6 7 8 9 0

Still other systems take every second letter in the alphabet, or every third letter, beginning at either end.

The crowning argument against these systems is that all betray the fact that they are cost marks. B I X on a tag can mean nothing but cost.

What does it matter? Only this, that the more the customer's mind is diverted from thoughts of what the article costs the dealer, the more likely he is to be favorably impressed with the article itself.

The solution of the problem lies in using a cost mark which will appear to be something else. An

ideal cost mark is the one that has an easily-remembered key; that can be transmitted by voice; that is so simple in form as to minimize chances of error in writing or reading, and that is not what it seems. The following is such a one: "1 2 3 4."

To use it: 1 doubles the figures placed after it, 2 adds 50 per cent to the figures placed after it, 3 deducts a third, 4 deducts a half. The cost mark key is always the initial letter. To illustrate its use:

In making the cost on an article costing 60 cents one may write it four ways—130, 240, 390, 4120—as the initial 1 means to double the following figures, the initial 2 means to add 50 per cent to the following figures, the initial 3 means to deduct a third from the following figures, etc., thus 130 (2 x 30) is 60; 240 (40 plus 50 per cent) is 60; 390 (90 minus a third) is 60; and 4120 (120 minus a half) is 60.

In writing the cost on the goods under this system the abbreviation "No." or the sign — is placed before the cost. Thus the customer is led to believe that it is the number of the article, instead of the cost mark. This is a great advantage in a conversation between the clerk and the manager or proprietor before a customer.

For instance, the customer is protesting against the price. The clerk may think a reduction wise, and that it will be granted by the manager, or he may desire the manager's indorsement of the price.

The manager does not have to examine the tag or ask its price to learn the cost. He simply asks: "What number is it?" The letter or hieroglyphic system would not permit this simplicity in such a case.

DECIDE AS TO THE CLASS OF TRADE YOU DESIRE.

THE live wholesaler has his drummer go out scouring and hustling for every possible sale, but the retailer must coax his trade to come to him. The latter is a harder proposition; but when fish are running freely the skillful fisherman, employing proper bait, never fails to land a good catch. And it's the bait the retailer offers that draws business his way.

Firstly, you must know clearly whether it's the "nicer" trade—by which we mean medium or average—that you are after, or whether you want the extremes, above and below. As the great bulk of population is embraced in the middle rank, which encroaches into the borders of both extremes, it is well to consider that group for purposes of illustration.

Individual opinions are valuable only as they leaven the general judgment, and you'll find that reputations are always correctly applied to the shops bidding for public favor. They say of So-and-So's, "That's a reliable store." Be sure the head of that house worked hard and sacrificed much to win that reputation. Of another they say, "It's a trashy store"; which means that better grades are not to be

sought there, that fair prices become more difficult each day, that qualities cheapen each month, and that sales grow less responsive each year. The management there very likely lacks backbone, and the policy is dictated by the whimsical demands of uncertain patronage

Make up your minds clearly what trade to bid for, and do it intelligently, without waver, fighting competition with improvement and baiting your advertising of windows with offerings that are seasonable, slightly and attractively priced. Then your share is sure.—*Dry Goods Economist*.

END OF A WORTHY PRACTICE

ABOUT a month ago orchestral music was introduced in connection with the evening meal of the Yale students in the dining-hall of the college at New Haven. The innovation scored an immediate and pronounced hit with the collegians, who became so demonstrative evening after evening that they smashed hundreds of dollars worth of crockery in exhibiting their approval. These benefactors of the pottery industry were doing nobly until the dining-hall management took the matter up with the college authorities, and each student has received a notice to "hereafter confine his applause to hand-clapping and yelling."

"POTTERS' HERALD'S" BIRTHDAY ANNIVERSARY.

COMMEMORATIVE of the fifth anniversary of its existence, "The Potters' Herald," official organ of the N. B. O. P., came forth on Thursday, April 25, in a much more ambitious and attractive style than usual. Inside a specially-designed and colored cover are forty pages of highly entertaining reading matter, accompanied by a number of interesting illustrations and enough advertising patronage to demonstrate the popularity of the publication from a business viewpoint. The preparation of such an edition represented no little time, expense and trouble, but the results ought to more than compensate the publishers.

NO WASTE OF LIGHT WHEN HE'S AROUND.

"LIGHTS OUT!" is the motto of a man who occupies a peculiar position with the Simpson-Crawford Co., this city. His principal duty is to make frequent tours of the store daily for the purpose of economizing on the firm's electric light bill. Every unnecessary light that has been allowed to remain burning because of a salesperson's thoughtlessness or

indifference to the expense entailed is promptly put out by this unique but valuable personage. That he is fully worth the salary paid to him has been two or three times proven to the Simpson Crawford Co.'s satisfaction. "His presence here," said a member of the firm, "means a saving on our light bills of as much as \$125 a month."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

W M Oddie, with Wm Taylor, Sons & Co, c, Cleveland. Breslin.
H A Koll, with A Hamburger & Sons, hf, Los Angeles. Cadillac.
E Palmer, c, Portsmouth, N H.
M Marks & Sons, c, Charleston, S C.
Geo W Hoagland, with J Goldstein, c, Long Branch, N J
H J Horrocks, of Clark, Horrocks & Co, t, Utica, N Y. Hermitage.
Geo T Miller, with Glass Block Store Co, c, Calumet, Mich.
A Weiscopef, l, Boston, Mass.
W L Ledger, with Brown, Thomson & Co, hf, Hartford, Conn.
A Sprague, with Howland Dry Goods Co, c, Bridgeport, Conn
Brown Crockery Co, c, Charleston, S C.

RE-ORDERS TELL THE TALE.

WHEN a salesman takes an order—simply puts the items down on paper at dictation—he has only half sold the goods. He should have communicated to the buyer a true knowledge of the goods he has bought, and developed within him a certain enthusiasm and interest that will aid and encourage him in disposing of them in turn. This will mean more business for the salesman. It is not one order only, but also those which follow that prove the goods to have been truly sold.

ORIGIN OF PRESSED GLASS.

IN 1827 a carpenter of Sandwich, Mass., wanting a piece of glass of peculiar size and shape, conceived the idea that the molten metal could be pressed into any form, much the same as lead might be. Up to that time all glassware had been blown, either offhand or in a mold; considerable skill was required, and the process was slow. The glass manufacturers laughed at the carpenter, but he went ahead and built a press, and now the United States is the greatest pressed glassware country in the world.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES,

92 West Broadway, New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States and Canada.....	\$2.00
All Foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 2 1907

EMPLOYERS AND THEIR HELP.

NO difficulty in connection with the management of retail stores these days occasions more concern on the part of proprietors and their department heads than the engagement and retention of capable, trustworthy help. Some firms are of the mind that the problem involves merely a question of dollars and cents. Others believe that the exhibition by employers of more thorough consideration for the welfare and feelings of their employees accomplishes greater results. A certain department store in Lewiston, Me., holds an even more liberal view of the matter. Not only are courtesy and kindness insisted upon in the treatment of its employees, but their services are also recompensed in a satisfactory manner. In addition to this they are allowed two weeks' vacation in summer and another two weeks' rest in winter, and all with full pay.

This policy may strike the average retail store proprietor as either being too generous or utterly impractical. That, of course, is a matter of individual opinion. But the concern in question seems to be thriving in the face of this apparent extravagant kindness towards its employees, and, what is more, it experiences no such trouble with help as do the very large majority of other firms in the same business. To the average merchant the idea of allowing four weeks' vacation every year to each employee without the sacrifice of a penny in salary would in

itself be considered quite out of the question. But the Lewiston house goes one better than that. It also gives at the end of each year a ten per cent. cash dividend on the salary of each employee. This represents an outlay of several thousand dollars, and is given as an evidence of the appreciation and goodwill of the members of the firm towards their help.

Not every store is in a position to deal so generously with its employees. In fact, many of them, for various reasons, might find it quite impossible to emulate such an example in any particular. But the lesson taught by the success of this experiment should not be entirely overlooked. Even if conditions do not warrant the distribution of cash dividends on salaries or the allowance of four week vacations every year, there is nothing to prevent concerns from maintaining a more pronounced attitude of respect and friendly interest towards their employees. Nothing is more certain to cultivate a spirit of loyalty among the help than the evident solicitude of the head of the house for their welfare. Employees should be made to feel that they are considered a part of the business, and not a mere piece of human mechanism. Instead of keeping the relationship between the help and the "boss" as distant as possible, there should be encouraged a sort of community of interest. No employee could possibly be indifferent to such a mark of attention on the part of the management, and in most instances the results would be much more beneficial than if the co-operation were sought to be accomplished by the proffer of money.

PERSONAL.

SOME men are born unlucky, and others cultivate the acquaintance of misfortune later in life. Geo. N. Blust, who is in charge of the Pittsburgh Lamp, Brass and Glass Co.'s New York office, is eligible for membership in the latter class. A few years ago he flirted with death under the keen edge of a surgeon's knife. His trouble was traceable to a tubercular gland. A year or so later another gland of the same variety made its appearance, and he again took up his residence in a hospital. Twice since he has been carved as scientifically as human fallibility will permit, and the glands have been responsible in each instance. Some time after midnight recently he arose from his bed to close a window. Being unable to visually penetrate the darkness, he failed to note an open door in his pathway, and the next instant his unprotected tootsies collided with its edge. Net result: two broken toes and two weeks' confinement indoors. Owners of rabbits' feet and other alleged purveyors of good luck are urged to communicate at once with Mr. Blust.



Geo. T. Miller is in New York making selections for the new Glass Block Store Co., which he and Jas.

W. Scott are to open shortly in Calumet, Mich. Messrs. Miller and Scott were formerly associated with Pantan & White, Duluth, Minn., the first-named as buyer of notions, books, stationery, etc., and Mr. Scott as millinery and lace buyer. Mr. Miller says it is intended to later engage a manager for the china and glass department, which duties he will discharge only until the opening a couple of months hence.

C. L. Casey, president of the Cambridge Art Pottery Co., was a recent visitor in town.

Frank W. Primrose, with Blakeman & Henderson, has closed a Middle Western and Southern tour that covered a period of nearly three months.

G. F. Young, president of the Roseville Pottery Co., accompanied by C. S. Yeagle, who manages the Philadelphia office of that concern, was in New York a few days ago. This was Mr. Yeagle's first visit since he gave up the management of the local salesroom in December, and he was cordially greeted by his numerous friends in the District.

Recent homecomers from Europe were Frank Walsh, buyer for Strawbridge & Clothier, Philadelphia, and Louis Klayf, buyer for Bloomingdale Bros., this city.

W. V. Higgins, surrounded by "Teddy Bears" and other recent products of the Buffalo Pottery, will occupy a sample-room at the Hotel Bartholdi, this city, for a week, beginning May 7.

Miss G. Kimble's engaging personality has been missing for several days from Abraham & Straus's china department in Brooklyn. She was enticed away on Thursday, the 25th, by a Brooklyn young man who is now privileged to call her wife. Miss Kimble was in the A. & S department for a number of years.

"Bert" Lillienthal, who is managing the crockery department for M. Rich & Bro., Atlanta, Ga., writes that business is good and has exceeded his utmost expectations.

Isaac Collins, of the Hocking Valley Glass Co., Lancaster, O., is spending a few days in New York. He is registered at the Hotel Cumberland.

Lawrence Froeber, of Froeber & Vollrath, sailed for Europe on the Deutschland, leaving Tuesday.

Rumor has it that two glass salesmen are shortly to be married. Walter Lindsey, who was supposed to be a confirmed old bachelor, it is said will soon lead

a charming young lady to the altar, and Walter G. Minnemeyer, it is reported, will take a Kentucky bride in the early fall.

It is a little singular how some men drop out of sight. Years ago one of the best known and most popular salesmen in the trade was Chas. H. Denzer—for a long time with the Fostoria Glass Co. and later with the Ohio Flint Glass Co. About 1895 he retired from the road, his wife having inherited a handsome fortune. They went to live in Cincinnati and later removed to Cleveland. Occasional bits of news came to his friends, but these gradually ceased, and for some years few people in the trade have known of his whereabouts. Now comes the information that he died in Cleveland some time last fall. He was about sixty-three years old.

Chas. J. de la Croix, glass salesman, reached New York on Tuesday after a campaign through the East that had engrossed his time since early in January.

That bow and arrow which Dan Cupid operates so effectively have found lodgment in the affections of another road salesman. The gentleman in question is Kenneth Bryce, with the Bryce Bros. Co., and the lady is Miss Edith Parker, also of Pittsburgh. May 14 is the date announced for the ceremony, which will be performed, of course, in Pittsburgh.

Geo. H. Bowman is making one of his rapid visits to New York. He will be in town for a few days only.

Mrs. M. Richardson has been placed in charge of the crockery and glass department of the Rosenbaum store, Pittsburgh, Pa.

R. W. Brodt has been appointed manager of the new china department opened by the W. H. Keech Co., Pittsburgh. Mr. Brodt was for five years connected with Kaufman Bros., same city.

According to information received in New York early this week, the condition of Geo. S. Goodwin, president of the Goodwin Pottery Co., has improved to such an extent that his recovery is now considered certain. Mr. Goodwin, who was injured in a collision with a bicycle rider in Pittsburgh a couple of weeks ago, is still under treatment in a hospital in that city.

W. S. Pitcairn, Robt. Slimmon, Geo. B. Jones, John J. Miller, Col. Seiter and Chas. H. Woodbury will sail for Europe on the Caronia May 7. An anniversary of a birthday will occur to at least one of the parties, and it has been suggested that others may be anticipated on the voyage. A pleasant journey,

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barring bad weather, is sure to result with this aggregation.



Wm. H. Rundle, with Fondeville & Van Iderstine, is back from a Western expedition that kept him on the road for nearly three months.



Andrew Hart has been engaged by A. A. Bean, manager of the Mitchell, Woodbury Co.'s local sales-rooms, to assist him in a selling capacity. Mr. Hart and the Mitchell, Woodbury Co. are not strangers, by any means, for he was formerly connected for some years with the Boston headquarters of the concern.



C. D. Keene, with Geo. F. Bassett & Co., came in this week from a road trip and will start out again in a few days.



L. S. Carter, who is in charge of L. D. Bloch & Co.'s art department, sailed on Tuesday for Europe. He plans to remain about three months on the other side, and will join his wife and daughter in Paris.



Geo. Moulton departed for the Pacific Coast on Tuesday in the order-booking interests of John M. Marris & Co., Philadelphia, manufacturers of druggists' sundries. Mr. Moulton was formerly a member of the Cambridge Glass Co.'s selling staff.



J. C. Brady, secretary of the Hazel-Atlas Glass Co., came on from Wheeling a few days ago to fulfill a business appointment here.



Geo. Campbell, who is about to open a general store in Atlantic Highlands, was in town on Wednesday making his introductory selections of crockery and glassware.



Friends of Walter Hearst in the downtown district were pleased to receive a call from that gentleman a few days ago. Mr. Hearst was long identified with the lamp business, but impaired health compelled him to retire from it a few years ago. He is now connected with a realty corporation and is doing well both physically and commercially.



J. B. Cooper has signed with the Mitchell, Woodbury Co., and will assist Mr. Bean in the management of the New York office of that concern.



E. F. Anderson, of Geo. F. Bassett & Co., left for Chicago on Monday and is booked to sail for England on the Caronia May 7. It is barely possible that he may miss connections, but his intention at present is to go with the party sailing on that date.

WEDNESDAY WAS "MOVIN' DAY."

MAY first was something of a "moving day" in New York's wholesale crockery and glass district. Among the houses whose business addresses were changed on that date are the following:

Consolidated Lamp and Glass Co., from 19 Murray street to 66 West Broadway, northwest corner of Murray street.

Jas. Douglass, English importer, from 24 Park Place to 25 West Broadway.

H. B. Hollis, cut glass representative, from 25 West Broadway to 38 Murray street, where he has associated himself with W. P. Graham.

Edw. Miller & Co., manufacturers of lamps, gas and electric fixtures, etc., from 28-30 West Broadway to 78-80 Warren street.

Palm, Fechteler & Co., importers of ceramic transfers, etc., from 80 Fifth avenue to 67 Fifth avenue

Rowland & Marsellus Co., English importers, from 41 Barclay street to 47 Barclay street.

C. B. and J. Warner, cut glass representatives, from 55 Park Place to 19 Park Place.

Nicholas Wapler, importer of china and glassware, from 50 Barclay street to 28 Warren street.

Frank & De Keyser, importers of china and glassware, from 174 Fulton street to 33 Park Place.

E. Bissell & Co., auctioneers, from 12 Murray street to foot of Howard street

THAT NEW GLASS FACTORY.

BECAUSE of the fact that the title to the property has not yet been fully adjusted, no announcement concerning the identity of the gas and electrical glassware factory soon to be established near New York is permissible. The privilege has been given us, however, to explain that the site of the proposed factory is near the old Demuth glass works in Brooklyn. This ground is close to the mouth of Newtown Creek, and is located between Williamsburg and Flushing.

RECEIVER FOR JOURNEAY & BURNHAM.

JOURNEAY & BURNHAM, the oldest dry goods store in Brooklyn, dating back to 1844, is soon to disappear from the business map of the borough, William E. Phillips, who recently became the president of the company, was on Monday appointed receiver.

The failure of the old establishment to keep up in the sharp competition with the other big department stores is due largely, it is said, to the fact that its

location in Flatbush avenue near Nevins street is too remote from the favorite shopping district in Fulton street. The construction of the subway in Flatbush avenue has also been a serious handicap, blocking the approaches to the store. Receiver Phillips said that he would ask the court for permission to sell out the entire stock, the estimated value of which is \$300,000 in one lot, and call for sealed bids

The firm was established in 1844 at Atlantic avenue and Clinton street by H. P. Journeay and Lyman S. Burnham. A few years later Hugh Boyd, a clerk, was admitted. When Mr. Journeay died, in 1890, the firm was incorporated, and shortly after the store was moved to its present site.

The present company was reorganized in 1901. For some years, however, the business has failed to yield a profit, and it was finally determined to close it out.

BUSINESS BRIEFS.

Hanaw Bros. recently opened their new crockery store at 6 North Water street, Mobile, Ala.

E. M. Sherk & Co. have sold out their crockery and grocery store in Findlay, O., to John Cramer.

M. Rich, Bros. & Co. have added a china and glassware department to their store in Atlanta, Ga

The Eastern Stoneware Co., doing business at 171 High street, Boston, Mass., has been incorporated with a capital of \$4 500.

The Alton Sales Co, Boston, Mass., has been incorporated with a capital of \$25,000 to deal in glassware, lighting devices, etc

It is expected that the new fireproof business home of the American Import Co., dealers in china and glassware, San Francisco, will be ready for occupancy on June 1.

Thos. G. Hawkes, cut glass manufacturer, has bought the property at Nos. 79-85 West Market street, Elmira, N. Y., and it is understood that a large annex to the Hawkes' plant will be erected.

Incorporation articles have been filed by Jacklin's Mission Street Store Co., San Francisco, which acquires the crockery and glassware business formerly known as Jacklin's. Capital \$25,000. Incorporators: J. J. Jacklin, H. W. Copp and G. G. Selch.

The American Brass Co., of Waterbury, Conn., has filed a certificate with the State authorities there of its action in increasing its capital stock from \$12,500,000 to \$15,000,000. The new issue is in the form of a stock dividend. The company operates plants in

Waterbury, Torrington and Ansonia, and in two or three points in the West.

Wright, Tyndale & van Roden, Philadelphia, are presenting to their customers a booklet entitled "Pottery Lore." It contains two interesting articles: one about Palissy, and the other entitled "Haji, the Artist in Clay," by W. P. Jervis. The little brochure is calculated to enlighten buyers of fine pottery, and will undoubtedly be preserved by recipients.

"THE MAKING OF A MERCHANT."

WE are in receipt of a copy of Harlow N. Higinbotham's new book, "The Making of a Merchant," which contains information that is calculated to benefit not only the beginner in mercantile affairs, but likewise any man in business. Mr. Higinbotham, who was a partner of the late Marshall Field, is particularly well qualified to give advice along these lines. The book includes rules that should be followed in the pursuance of a mercantile career, criticises and suggests remedies for common business evils, and lays particular stress upon the question of credit.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Apr. 18, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 18 '07	Correspond ing period 1906
Boston	48	181	1786	2181
New York	155	105	2078	1606
Baltimore	325	202	5740	3861
Philadelphia	65	1	784	456
New Orleans	15	2181	1148	
Newport News	4	36	340	396
San Francisco	185	51	819	299
Portland (Me.)	138	2774	290	
Galveston	65	310	328	
Portland (Or.)	22	192	42	606
Inland Points	77	2	194	8803
Total	1014	850	16499	14924

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool

TO	Shipments week end'g Apr. 13 '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 13, '07	Correspond ing period 1906
New York	145	100	1981	1728
Boston	43	181	1427	2246
Philadelphia	48	2	698	432
Baltimore	325	202	5609	3919
San Francisco	4	36	188	254
New Orleans	56	1	2074	1874
Portland (Me.)	61	1510	293	
Galveston	126	311	244	
Newport News	15	381	269	
Portland (Or.)	116	20	530	
Inland Points	22	173	60	4562
Total	880	826	14109	15841



AMONG THE POTTERIES

The troubles of the manufacturing East Liverpool and Vicinity potters have been quite varied during the past ten days. The scarcity of labor, followed by new local railroad regulations governing the shifting of cars from one pottery to another, together with the shortage of clays and straw, caused some of the potters to wish they were in another business.

* *

Mail orders were exceptionally good during the past week.

* *

Fred Kline, Eastern representative of the Sevres China Co., who has been spending a few days at the home office, has returned to his territory.

* *

Among the buyers in the district during the past week were Mr. Reynolds, representing the Missouri Glass Co., St. Louis, Mo.; R. M. Slick, Sioux City, Ia.; Mr. Graham, Rochester, Pa.

* *

C. G. Taylor, representing the Goodwin Pottery Co. in the South, has returned to that section after a brief visit here. William J. Cox, for the same firm, has left for a Western jaunt.

* *

So serious has the shortage of labor become that the manufacturers have taken the proposition up with the National Brotherhood of Operative Potters. According to the agreement with the manufacturers, the Brotherhood shall aid the employers to obtain sufficient help; but so far no word has been given whereby additional apprentices may be put on the benches. The shortage of kilnmen is such that in one plant recently crews were compelled to work on a Sunday in order to get out certain pieces of needed ware on time. Joint conferences have been held between the manufacturers and Brotherhood officials, and it is believed that a solution of the problem will soon be reached.

* *

The Ramona dinner set made by the Knowles, Taylor & Knowles Co. is meeting with the success it deserves. It has an inside oval cover dish and a high grade decoration, and is pronounced by the trade to be the finest the company has ever turned out. It

will compare favorably with anything of the kind made here or abroad. The avidity with which buyers took to this set is an evidence that quality is recognized, and it should be an incentive towards the further production of first-class semi-porcelain. The American people appreciate and have money to buy first-class goods.

* *

John Cartwright, of Cartwright Brothers Pottery Co., has gone to Atlantic City for a fortnight's vacation.

* *

While some auditing departments report that big customers are discounting their bills, others say that during the past week country collections were unusually slow. Toward the last of the week, however, money was more easy.

* *

The Republican primary elections held here last Saturday resulted in a series of surprises. An animated canvass, in which some of the potters were interested, ended in the renomination of W. L. Smith for the Service Board, while John N. Taylor was defeated. H. B. Knoblock, who was up for Councilman, was also defeated. Mayor Blake received practically a unanimous renomination.

* *

The general offices of the Homer Laughlin China Co., heretofore located in the East End potteries, have been removed to the new offices of the company at Newell, W. Va.

* *

The demand for open stock patterns in tableware keeps strong. Manufacturers report a number of re-orders for these lines for immediate shipment.

* *

Within a few weeks the Taylor, Smith & Taylor Co. will be using their own supply of gas to fire the kilns and operate the furnaces. The company has completed the drilling of a number of good gas wells near the plant, and the supply is being piped to the factory. The saving to the company will be large. Col. W. A. Rhodes has been making a brief jaunt through the Western Pennsylvania district. His first stop was at Pittsburgh.

At nearly every performance in the Taylor Opera House during the forty years of its existence Jesse Dean, the china decorator, has occupied a seat well toward the front in the parquet. He has missed few shows, good, bad or indifferent, except when ill. Probably no one enjoys a clever performance more than he does. Theatre-going is his only recreation. When he is not there he is either at his home or his business establishment. He knows no clubs, drives no horses, cards do not interest him, and he is far too busy in the daytime to take in baseball games.

* *

Edw. D. Anderson, secretary of the Thos. Maddock & Sons Co. and Maddock Pottery Co., is a member of the Trenton delegation that left here on Saturday to attend the thirty-third annual session of the Mystic Shrine in Los Angeles Cal., from May 23

2.

* *

W. S. McLewee, superintendent of the General Mfg. and Supply Co., is the inventor and patentee of a detachable electric shade holder that is expected to meet with favor. It is so constructed that it will fit over either the key, keyless or chain sockets. Mr. McLewee is also at work on a new inverted mantel light that is to be placed on the market shortly. While quite small, it gives out a powerful light.

* *

The Trent Tile Co.'s artists are engaged in the preparation of designs for tiles to be used in the construction of the National Farmers' Bank, Owatonna, Minn., and the new court-house at Sumter, S. C. About 15,000 square feet of tiles will be required on the two contracts.

✂

With every department running to its capacity, the Huntington China Co. is enjoying a most prosperous season. A line of new jugs recently placed before the trade by Manager Harry D. Wylie is meeting with success

✂

While some delay was caused by the inability to secure heavy timbers to continue the work, still good progress is being made in the rebuilding of the American Mutual Pottery, located near Chaseland. Brick work has reached the second story, and machinery is being installed.

✂

The new sample rooms at the Homer Laughlin China Co.'s plant will soon be ready for the reception of buyers. Seventy-two large windows fill the rooms with light. The walls are tinted red, and the woodwork is dark English oak, while the ceiling is done in a rich cream color, blended with light green. Twenty-four large oak pillars support

the ceiling, a group of electric lights encircling each. Besides these there are twenty-four arc lamps. The rooms are on the fifth floor, and are reached by electric elevators.

✂

A proposition is on foot for the organization of another pottery company which contemplates the building of a plant in the vicinity of Crooksville for the manufacture of stoneware. E. L. Taylor, of Crooksville, is interested in the proposition, and associated with him are several other stoneware manufacturers in that locality.

✂

The case of H. R. Shaff and H. R. Lisbon, O. Kirk vs. R. C. Fithian and the Dresden China Co., of Salineville, which has been pending since February 8, 1906, has been dismissed at the plaintiff's cost. The suit was brought to compel the transfer on the company's books of ninety-nine shares of its stock alleged to belong to the plaintiff. It was set up by the plaintiff that the defendant Fithian as their agent bought at assignee's sale ninety-nine shares of the company's stock for \$200, much less than their true value. Fithian was alleged to have had the sale confirmed as to himself by the probate court and to have afterward repudiated his agency and refused to turn over the stock. The defendant set up an answer, however, that the plaintiff refused to pay him for the stock until several months after the sale, when the pottery resumed operations and its prospects were much better than formerly.

A NEW DECORATIVE PROCESS.

AFTER experimenting for nearly fifteen years, Louis Crabtree has finally perfected a process for the transference of actual photographs direct to the surface of china, tile and glass. The work will be done by the Crabtree Ceramic Art Co., Syracuse, N. Y., recently incorporated with \$75,000 capital, and of which Mr. Crabtree is the secretary and general manager. Mr. Crabtree, who was in town for a couple of days early this week with the object of demonstrating the absolute practicability of his discovery, produced a number of specimens in support of his claims. By the Crabtree method, the photographs, made entirely of china decorators' colors, are fired with an underglaze effect on the glaze. The same underglaze effect is also acquired on glass. The inventor declares that any body capable of being fired for decorating purposes is suitable for his process. The size of the photograph need be limited only to the dimensions of the negative. For the benefit of anyone in the trade who may be interested, Mr. Crabtree left several samples for exhibition purposes in L. Reusche & Co.'s new quarters at 6 Park Place.



Pittsburgh and Vicinity. Manufacturers continue to report a heavy trade. The plants are loaded with orders, and more are coming in all the time. The traveling salesmen are sending in good business, not only for early and immediate delivery, but for the fall trade, which is starting earlier this year than for several seasons past. The Southern trade is said to be better than ever.

The demand for cut glass during the past ten days has been exceedingly good. This is due to the many pre-nuptial "showers" which are all the rage nowadays, and which now include cut glass.

J. O. Gilmore, who since 1902 has been at the head of the credit department of the Pittsburgh Lamp, Brass and Glass Co., has severed his connection with that concern to assume charge of a similar department for the Bailey-Farrel Mfg. Co., this city. Mr. Gilmore's successor has not been announced.

Among the buyers looking after imports here during the past ten days were: J. H. Miller, of J. H. Miller & Co., Huntington, W. Va.; V. B. Hovey, Marietta, O.; C. L. Ritchie, Brownsville, Pa.; H. S. Wagner, Connellsville, Pa.; F. F. Mohlanpah, Newark, O.; Wright Metzgar & Co., Connellsville, Pa.; Duval & Carson, Coal Centre, Pa.; J. H. Patterson, Sharon, Pa.; Samuel Rosenau and L. R. Thames, Pensacola, Fla.; D. L. McElravy, Magnolia, O.

Daniel Stoehr, manager of the Chicago office of the Pittsburgh Lamp, Brass and Glass Co., has been spending a week here. Business with the Chicago department shows a remarkable increase over that of previous years, according to Mr. Stoehr.

Announcement is made that the Ohio Cut Glass Co. will be removed from Bowling Green, O., to Jeannette, Pa. Blanks made at the Jeannette factory of the National Glass Co. were shipped to the Ohio factory, prepared for the trade, then shipped again. The new arrangement will do away with the ship-

ment of blanks and reshipment of the finished pieces. The change will be made within thirty days, possibly.

H. A. McAfee, of the Consolidated Lamp and Glass Co., who has been in the West for several days on business, has returned to his desk at the Coraopolis factory.

The Samuel Rosenau jobbing house is the latest to enter the crockery and glass trade in the South. Large warehouses are being prepared at Pensacola, Fla. Mr. Rosenau, accompanied by L. R. Thames, was in the Pittsburgh and East Liverpool markets during the past week placing large orders for immediate shipment.

At the United States Glass Co. many duplicate orders for the 1907 line of tableware are being received. The demand continues strong. The complete 1907 line of lamps is now on view, and orders for the decorated goods are very active.

Louis Reizenstein is preparing to leave for a three months' trip to the European glass and crockery markets.

New Martinsville, W. Va. The New Martinsville Glass Mfg. Co.'s plant will be rebuilt at once, and the firm will be ready to make glass by August

1st next. In the meantime the company's lamp molds are being worked by one of the neighboring factories, and three tableware lines by another neighbor. Orders for plain and decorated goods can be filled promptly.

Clarksburg, W. Va. The Tuna Glass Co. has been organized here with a capital stock of \$75,000, of which \$19,000 has been paid in. The charter was obtained under West Virginia laws. The incorporators are Warley and Emma Gifford, G. W. Wilchell and D. M. Brast.

ed, all of Smethford; J. F. Davis, A. F. Brown, P. T and Bennett Nusbaum, and J. C. Greenwald, all of Bradford, Pa. Of the capital stock \$28,000 has been subscribed.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
April 30, 1907.

ANTWERP

16 packages earthenware.....	Strobel & Wilken Co
18 " chinaware	Wm Guerin & Co
2 " "	C E Wheelock & Co
29 " toys.....	Strobel & Wilken Co

BRERMEN

2 packages glassware.....	L Straus & Sons
1 " "	Bawo & Dotter
68 " "	Endemann & Churchill
1 " "	A Steinhardt & Bro
30 " "	Strobel & Wilken Co
214 " "	Miscellaneous Orders
25 " chinaware.....	L Heuman & Sons
27 " "	C E Wheelock & Co
4 " earthenware.....	Bawo & Dotter
1 " "	Geo Borgfeldt & Co
13 " "	Hamburger & Co
72 " "	L Straus & Sons
2 " "	J Wygand & Co
103 " "	Strobel & Wilken Co
81 " "	Miscellaneous Orders
5 " toys	Geo Borgfeldt & Co
4 " "	Knauth, Nachod & Kuhne
28 " "	L H Mace & Co
18 " "	F A O Schwartz
16 " "	Samstag & Hilder Bros
2 " "	R H Macy & Co
16 " "	G W Travers
11 " "	C B Rouss
137 " "	Strobel & Wilken Co
159 " "	Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
15 " "	L Heuman & Sons
10 " "	C E Wheelock & Co
47 " "	The Julius Levy Co
12 " "	Strobel & Wilken Co
27 " chinaware	Endemann & Churchill
16 " "	L D Bloch & Co
1 " "	Bawo & Dotter
7 " glassware.....	J Davison
7 " "	E Boote
6 " "	G F Bassett & Co
29 " "	Maddock & Miller
2 " "	Strobel & Wilken Co
91 " "	Miscellaneous Orders
12 " toys	Strobel & Wilken Co

COPENHAGEN

7 packages earthenware.....	L Straus & Sons
84 " "	Geo Borgfeldt & Co
4 " "	B Ilfelder & Co
15 " "	C L Dwenger
65 " "	Bawo & Dotter
7 " "	Strobel & Wilken Co
40 " "	Miscellaneous Orders
153 " chinaware	C E Wheelock & Co
10 " glassware.....	Bawo & Dotter
88 " toys.....	B Ilfelder
7 " "	Hamburger & Co
10 " "	A Steinhardt & Co
1 " "	F A O Schwartz
2 " "	Bawo & Dotter
14 " "	Strobel & Wilken Co
6 " "	Miscellaneous Orders

HAMBURG

198 packages glassware.....	L Straus & Sons
391 " "	Eimer & Amend
47 " "	Kmy-Scheerer Co
9 " "	W R Noe
3 " "	C Ahrenfeldt & Son
10 " "	L D Bloch & Co
36 " "	Geo Borgfeldt & Co
4 " "	F Bing & Co
42 " "	Fensterer & Ruhe
9 " "	Knauth, Nachod & Kuhne
1 " "	Koscherak Brs
23 " "	Julius Palme
2 " "	Samstag & Hilder Bros
20 " "	L Heuman & Sons
18 " "	Strobel & Wilken Co
263 " "	Miscellaneous Orders
28 " chinaware.....	C E Wheelock & Co
71 " earthenware.....	Geo Borgfeldt & Co
146 " "	Bawo & Dotter
11 " "	F Bing & Co
12 " "	Froeber & Vollrath
24 " "	Fensterer & Ruhe
46 " "	Hamburger & Co
16 " "	Koscherak Bros
18 " "	Julius Palme
10 " "	Chas Ahrenfeldt & Son
1 " "	L D Bloch & Co
25 " "	G F Bassett & Co
30 " "	O Goetz
1 " "	Samstag & Hilder Bros
84 " "	L Straus & Sons
1 " "	M Kirschberger
174 " "	The Julius Levy Co
58 " "	Strobel & Wilken Co
247 " "	Miscellaneous Orders
27 " toys.....	Samstag & Hilder Bros
2 " "	Geo Borgfeldt & Co
222 " "	B Ilfelder & Co
15 " "	C B Rouss
7 " "	Hamburger & Co
10 " "	A Steinhardt & Co
80 " "	Strobel & Wilken Co
325 " "	Miscellaneous Orders
7 " harmonicas.....	Strobel & Wilken Co

HAVRE

31 packages chinaware.....	Haviland & Co
48 " "	Miscellaneous Orders
134 " glassware.....	E Utard

LIMOGES

145 packages chinaware.....	W L Briggs
-----------------------------	------------

COPENHAGEN

14 packages glassware	Fensterer & Ruhe
278 " toys.....	Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

NAPLES

7 packages earthenware, ...	Marshall Field & Co
14 " "	Miscellaneous Orders

MANCHESTER

24 packages earthenware	Downing's American Despatch
------------------------------	-----------------------------

HAMBURG

66 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " "	Stone & Downer
18 " "	L Wolf & Co
123 " "	First National Bank
73 " "	American Express Co
1 " "	W N Proctor & Co
11 " "	R F Downing & Co
78 " "	C J Pierce & Co
32 " "	Geo Borgfeldt & Co
8 " "	Miscellaneous Orders
11 " chinaware	C E Wheelock & Co

LIVERPOOL

49 packages earthenware.....	Jones, McDuffee & Stratton Co
8 " "	Richard Briggs Co
1 " "	Reichner Bros
15 " "	Miscellaneous Orders

PRIDE IN ONE'S CRAFT.

IN George Eliot's novel, "Adam Bede," the scene opens in a carpenter's shop, where five men are at work. As the church clock begins to strike 6, almost before the first stroke has died away Sandy Jim has loosed his plane and is reaching for his jacket; Wiry Ben has left a screw half driven in; Mum Taft has flung down his hammer as he was in the act of lifting it, and Seth is putting out his hand toward his paper cap.

"Look there, now!" broke in Adam, with indignation. "I can't abide to see men throw away their tools i' that way the minute the clock begins to strike, as if they took no pleasure i' their work and was afraid of doing a stroke too much. It's just as if a man had never a bit o' pride in 'is work. The very grindstone 'll go on turning a bit after you loose it!"

Adam was right. The sight, if habitual, and not occasional, in view of something specially attractive on hand, was a demoralizing one. It shows that there was present no pressure of any head of steam of interest or pleasure, such as would drive the mind on beyond an externally set limit. Not a trace of yearning impulse to linger on a moment to complete a cherished task not yet fully rounded out.

With Adam, however, it was entirely different. He had been engrossed with a piece of work he took pride in putting his best intelligence and skill into, and this he now surveyed artistically. The way in which he had wrought it out to completeness had brought all the resources of his intelligence to bear; had educated his soul in fidelity, patience and ideality, and, as he now paused to contemplate the result, it had filled him with a sense of satisfaction akin to that with which the painter dwells on his finished picture or the sculptor on his statue.

True, it was only a paneled door of oak Adam had wrought, and easy enough it is to smile with

Continued on page 28.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman familiar with the New England and New York State territory, with a knowledge of crockery, to travel on commission for an old-established pottery. Good trade of years' standing and a snap for a good, live man. Address A B C, this office.

SIDE LINE of up-to-date gas and electric portables, brass and copper lamps, electrical supplies, etc. Wanted live salesman to handle same in Western territory, on commission only. Address FACTORY, this office.

HELP WANTED.

WANTED—Experienced sales manager with established trade to take charge of New York selling agency at glass works making general line of glass goods. Fine opening for ambitious hustler. Write in confidence, stating full particulars as to age, experience, references and salary, to Success, this office.

WANTED, ASSISTANT MANAGER—One to take charge of housefurnishing department, who has had experience in housefurnishing, china, glass and lamps. Good appearance and habits. Who has ability to take more responsible position. Address, with references and past experience, A. W. WHEELLOCK, Rockford, Ills.

SITUATIONS WANTED.

YOUNG man, twenty-five, sober and industrious, German-American, desires position as traveling or indoor salesman or buyer for statuary, oil paintings and cut glass. Can furnish best of references. Address Box 466, this office.

BUSINESS OPPORTUNITIES.

TO IMPORTERS, JOBBERS and MANUFACTURERS—The advertiser has exceptional opportunities for the quick marketing of special lots of merchandise, and would be pleased to hear from parties interested. Address REPRESENTATIVE, this office.

WANTED—Fancy pottery or metal goods line to represent in New York. Party desiring same has an established New York office and best selling connections. To good line can give proper representation. Commission only. Address Box 465, this office.

TO LET.

TO LET—Part of showroom (recently decorated and with shelving) in the Crockery Exchange Building, 25 West Broadway. Rent low to satisfactory party. Apply to GILL & Co., room 41.

Best Quality.

Fry Cut
Glass
represents
Value.

BUY IT AND BE
CONVINCED.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

superior complacency at the idea of comparing the feelings of a carpenter who has achieved this with those of a painter or sculptor over his picture or statue. Yet such complacent contempt is utterly shallow. It was the same love of perfection, the same consecration of mind to its realization, that was the motive in either case; and the loving labor spent on the door of oak was the same worship of the ideal that finally led Ghiberti to the creation of those marvellous gates of bronze in the baptistry of Florence which moved Michael Angelo to declare them worthy to be the gates of Paradise.

Every man's daily task or calling—whatever it be—is the work into which nine-tenths of his life must go—his life, conscientious or slipshod, disinterested or purely selfish, sheerly mechanical or spiritually creative. If pursued for mere wages, and with no relation to honor or integrity or to its bearing on the welfare of society, it inevitably degrades him. True, he must get a living out of it, but a living for what? Materially, first and foremost, a living for his family; but then, too, a living for his own soul. If no motive inspired him to be a master of his craft, a man whose work shall give permanent satisfaction to those who buy it, a man of lofty pride in the dignity of his calling—then is he, in the lowest sense of the word, a mere hireling—*Dry Goods Economist*.

IN THE HOUSEFURNISHING WORLD.

Todd's department store, Oswego, N. Y., lost \$15,000 by fire recently.

* *

T. J. Scott has just opened the East Side Department Store in Terra Haute, Ind.

* *

The new store of the Stewart Dry Goods Co., Louisville, Ky, was recently opened,

* *

Domestic Utensil Mfg. Co., this city, has been incorporated with a capital of \$25,000.

* *

With \$50,000 capital, the Acme Broom Co., Boston, Mass., was chartered several days ago.

* *

S. F. Seaton's department store, Macoun, Saskatchewan, Canada, was burned in a \$20,000 fire recently.

* *

A tract of land has been purchased in Selma, Ala., for the erection of a factory by the Bridgeport Woodenware Co.

* *

It has been decided to rebuild the plant of the Ohio Pail Co., Middlefield, O., which was recently consumed by fire.

* *

With \$50,000 capital, the F. Schneider Co. has been incorporated to deal in housefurnishings. Registered office, Town of Union, N. J.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Minto Is.
G 9816 White and Gold Encrusted China	"
China, White and Gold, Rich BALMORAL, Encrusted	"
China, White and Gold, GRANADA	"
No. 2027 Design China,	"
I-9608 Cobalt and Gold China,	W. T. Copeland & Sons.
BLUE SPODE'S TOWER,	"
MONTREY	Ridgways
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The BOLINGBROKE,	"
The NAPLES WREATH,	"
Blue COMO	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flow Blue and Gold,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT, Enamel ed,	"
The BORDEAUX ROSE,	"
Flow Blue DANUBE,	"
The BERGEN ROSE,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The ELPHINSTONE, Dove and Gilt,	Alfred Meakin, Ltd.
MILANESE, Russet Brown	"
The SAXONIA,	"
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA,	"
FLEMISH GARLAND,	"
The BRISTOL, Hotel Border,	"
The KRONSTADT (Holland green),	"
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	"
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel For & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Potcelain Co.
The MALVERN, MULBERRY and DOVE,	"
The ST. LAZARE SPRAY,	Haviland Co. China
The CHARONNE,	"
The NORMA,	"
The PRINCESS,	"
MADELEINE,	"
The AMSTEL,	"
The ORIENT, White and Gold,	"
The ELDORADO, White and Gold,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Gerard, Dufraisex & Abbo China.
The MALABOR,	"
The TROCADERO	"
The BALUSTERE,	"
Maroon and Gold IVY, (Also Green),	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold,	J. Pouyat
White and Gold Encrusted,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	"
Grecian Gold Border,	Cauldon China, Brown-Westhead, Moore & Co.
Cauldon China K 3616	"
The ROCHAMBEAU,	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion	"

and others which for lack of space cannot be enumerated here.

Also, T. & R. Boote's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Onondaga China, Knowles, Taylor & Knowles and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 7,579 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched caused more annoyance than profit.

JONES McDUFFEE & STRATTON CO., BOSTON.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS.

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,

Successors to R. DELINIERES & CIE.,

Limoges, France,

Manufacturers and Decorators of French China.



S. REICH & CO.,

Vienna and Berlin,

Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,

Hohr a | Rh., Germany.

GUERIN CHINA

LIMOGES



FRANCE

Additional samples received, making the line
one of the foremost in French China.

ALWAYS TO THE FRONT.

CHAS STREIFF,

33 Park Place, New York.

GILLINDER

135 Oxford Street

Philadelphia



GLASS

All Styles for Lighting Purposes.



SALESROOMS:

Philadelphia, 839 Market St. Boston, 67 Chauncy St.

New York, 42 West Broadway, Chicago, 160 State St.

The Taylor, Smith & Taylor Co.

POTTERS,

East Liverpool, Ohio, U. S. A.,

MAKERS OF

CHESTER HOTEL CHINA,
CABLE WHITE GRANITE,
VITREOUS PORCELAIN,

White and Decorated.

SHOWROOMS:

303-308 M. and M. Building, Baltimore, Md.

26 South Main St, Memphis, Tenn.

York St., San Francisco, Cal.

1517 Lawrence St., Denver, Col.

129 East Third South St., Salt Lake City, Utah.

THE LITTLE HOSTESS DINNER SET.

OLDEST AND BEST



NEW YORK OFFICE,
29 BARCLAY ST.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

James Douglass,

25 WEST BROADWAY, NEW YORK.

Sole Agent for the United States for the following factories.

Clementson Bros.

Hanley, England.

John Aynsley & Sons,

Longton, England.

Henry G. Richardson & Sons,

Wordsley Glass Works, Stourbridge, England.

A. G. Harley Jones,

Fenton, England.

Bretby Art Pottery,

Woodville, Burton-on-Trent, England.

John Sadler,

Burslem, England.

Lancaster & Sons,

Hanley, England.

IMPORT SAMPLES NOW READY.

DOESN'T this reproduced advertisement of IROQUOIS CHINA appeal to you? We found it appealed to hundreds of women who were ready for a set of dinner ware—they are writing us every

day by the score asking us for the color cards we send out, and wanting to know where they can buy

The SHOW PLACE of the DINING ROOM

Iroquois China

shows to advantage anywhere. It is so dainty, so delicate, so beautifully decorated, that framed in the china closet it is like an exquisite picture and on the table it suggests a dainty and delicious menu.

An American China, more durable in wear and more reasonable in price than imported wares.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA CO.
Syracuse, N. Y.



IROQUOIS CHINA

in their city. We tell them and tell the dealer too. The result is mutual.

Are you one of the dealers? If not, write us to-day for our selling plan, catalogue, advertising helps, price lists, etc.

IROQUOIS CHINA CO.,

Pottery at Solvay, N. Y.

SYRACUSE, N. Y.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

LIMOGES AND ALTROHLAU CHINA

from their own factories.

Also

A New Line of Fancy Goods from C. G. Schierholz & Sohn,
PLAUE,

solely controlled by them.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray & Co.,

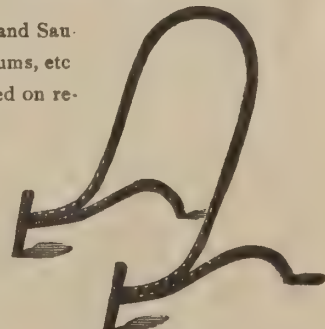
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WE HAVE NO AGENTS

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc
Samples forwarded on request.



ABELS & CO., 460 West Broadway, New York.

MANUFACTURERS

SYRACUSE CHINA

MADE BY
ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA

SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK
237 BROADWAY, CORNER PARK PLACE

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

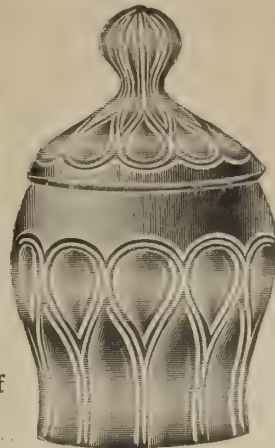
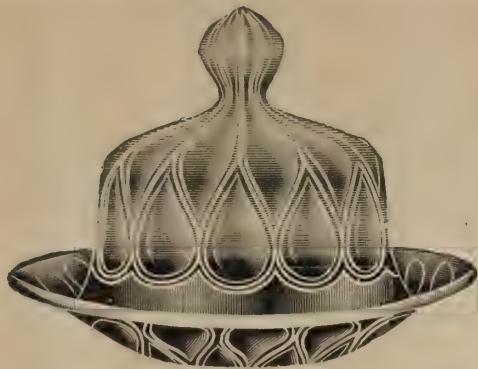
We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.



The illustrations show the set in our 15102 Windsor Pattern, which is the highest type of high grade glassware. It has that appearance of beautiful plain simplicity so much admired by the cultivated trade. "There's nothing nicer made."

UNITED STATES GLASS CO., PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

WE HAVE MADE

No Advance in Prices.

1906 LIST GOES.



Mound Valley Glass Co.

Mound Valley, Kansas,

MANUFACTURERS OF

LEAD GLASS BLOWN TUMBLERS and STEMWARE.

Quality Guaranteed Fully up to the Standard.

WRITE FOR PARTICULARS.

Next, June Weddings.

Invitations are out.

Suitable gifts must be purchased.

Is your stock complete in the long list of articles an up-to-date china shop should display?

Art Pottery, Cut Glass, Fancy China, Crystal and Gold Glass, Marbles, Bronzes—in stock ready for immediate shipment—to give variety to your display or for special orders.

We ship same day order is received.

Our *B. & D. Bulletin* is full of suggestions. Have you the May number?

BAWO & DOTTER,
26 to 34 Barclay St., New York.

Will Take Import Orders UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.



NEW YORK, MAY 9, 1907.

THE CONDITION OF BUSINESS.

Cold and stormy weather continues to keep business down. Factories are running on orders and have about all they can do, but little or no new business is coming in. The dullness in the importing district of New York is unusual, even for this time of year. It is too late to place import orders with any surety of getting goods on time; but there ought to be a little demand for stock. It is rather a strange condition. While large orders have been placed for both foreign and domestic goods, the retailers are doing next to nothing. This quiet in the retail line is more marked in the East than in the West and South. Everybody is firmly of the opinion, however, that with warm weather these conditions will be rapidly changed. The remarkably late spring has deterred many people from getting to their country homes. Consequently, the trade which is benefitted by this migration is suffering. When the change comes in the weather it will be hot all at once. This will occasion a quick revival in business circles, and the trade lost in April and the early part of May will be quickly made up.

The general condition of trade throughout the country is good. While pessimistic reports are industriously circulated regarding the condition of crops, things are not as bad as they are painted. The railroads continue to be overloaded; labor is still well employed—in fact, there is a scarcity of workers in every kind of business, and at the highest wages ever

known—mines still yield their increase; so we come back to the everlasting weather as the only really discouraging element. And as it cannot rain forever, the soul must possess itself in patience and wait until the sun again shines. The country has not gone to the dogs yet, nor will it as long as the earth produces and men engage in merchandising.

Pittsburgh and Vicinity.

There is a slight lull in trade, according to department store managers and buyers, but with the manufacturers no let-up is reported.

Sales department managers report country orders very good. Jobbers declare that business is brisk, but that collections are slow. Merchants are anticipating better buying just as soon as the weather becomes settled.

Wheeling and Vicinity.

Throughout this district the pottery and glass manufacturers are all reporting good business. From all indications this year will see a greater volume of trade than in any year past. Many inquiries are being received concerning patterns for the fall season.

Cleveland, O.

In the china, glass and lamp business this city has shown tremendous progress during the past five years. Sales have grown each year, and the opening

of new departments has added to the increase. The demand at this season is very active.

While the receipt of orders has fallen off
Trenton. during the past couple of weeks, the local plants continue to be quite busy. Western and Southern business is still brisk, but the disagreeable weather in the East has affected returns from that section, notably the larger cities. Staple lines have been the most consistent sellers, although there has also been a pretty satisfactory call for specialties.

Scarcity of labor has been a serious drawback to the pottery trade
East Liverpool and Vicinity. during the past fortnight. Manufacturers have been unable to make headway in getting stock ahead. Mail business has been good, and the road salesman have been sending in considerable business. Jobbers are ordering heavily, and prospects are bright for an increase in business all along the line.

NOW THE LAUREL CUT GLASS CO.

It has been found necessary to change the name of the Kohinur Cut Glass Co. to that of the Laurel Cut Glass Co. The word "Kohinur," it seems, was copyrighted some time ago by a Chicago firm that deals in cut glass. In the selection of "Laurel" as a substitute the company seems to have made a happy choice. According to Webster's Unabridged, "laurel" is indicative of honor, fame and distinction.

CONVENTION OF NATIONAL ASSOCIATION OF MANUFACTURERS.

THE National Association of Manufacturers will hold its twelfth annual convention on May 20, 21 and 22, at the Waldorf-Astoria, to be followed by a banquet on the evening of Wednesday, May 22.

Among the speakers at the business sessions will be: Hon. Chas. A. Prouty, of the Interstate Commerce Commission, on "Further Railroad Legislation"; Hon. F. B. Loomis, on "Some Practical Results of the Convention Reform Agitation"; Chas. M. Pepper, special agent of the Department of Commerce and Labor, on "Foreign Trade; How to Get it and Keep it"; Dr. Charles P. Neill, Commissioner of Labor, on "Certain Aspects of the Child Labor Problem"; Arthur B. Dean, on "Trade Schools; the Manufacturer's or the Pedagogue's Sort"; Captain Henry A. Castle, late Auditor of the Treasury, on "Needed Postal Reform."

The chief speakers at the banquet will be: Hon. Oscar S. Straus, Secretary of Commerce and Labor; Senator J. P. Dolliver, of Iowa, on "The Revolt of the Unincorporated"; Rear Admiral Charles D. Sigs-

bee, the hero of the Maine, for the Navy; Major General J. Franklin Bell, for the Army, and Rev. Dr. Joseph Dunn Burrell, on "The Era of Work."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

S Cohen, of Cohen Co, hf, Richmond, Va. Grand.
A S Heller, with A Lisner, t, Washington. Normandie.
C G Fogg, with Shepard Co, hf, Providence, R I. Normandie.
C Meyers, with The Fair, s, Chicago. Herald Square
G N Everett, with Woodward & Lothrop, hf, Washington. Latham.
W H Hewitt, with Pitkin & Brooks, c, Chicago
S J Nealis, with Gamble-Desmond Co, hf, New Haven. Grand
Thos Barker, with R H White Co, hf, Boston Holland.
W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester, N Y. Park Ave
K C Norris, with Dey Bros, c, Syracuse, N Y.
F J Bicknell, with Tilden, Thurber Co, c, Providence, R I.
Chas Hall, c, Springfield, Mass.
A P Spengler, with Bush & Bull, c, Easton, Pa.
J N Wilson, c, Chicago.

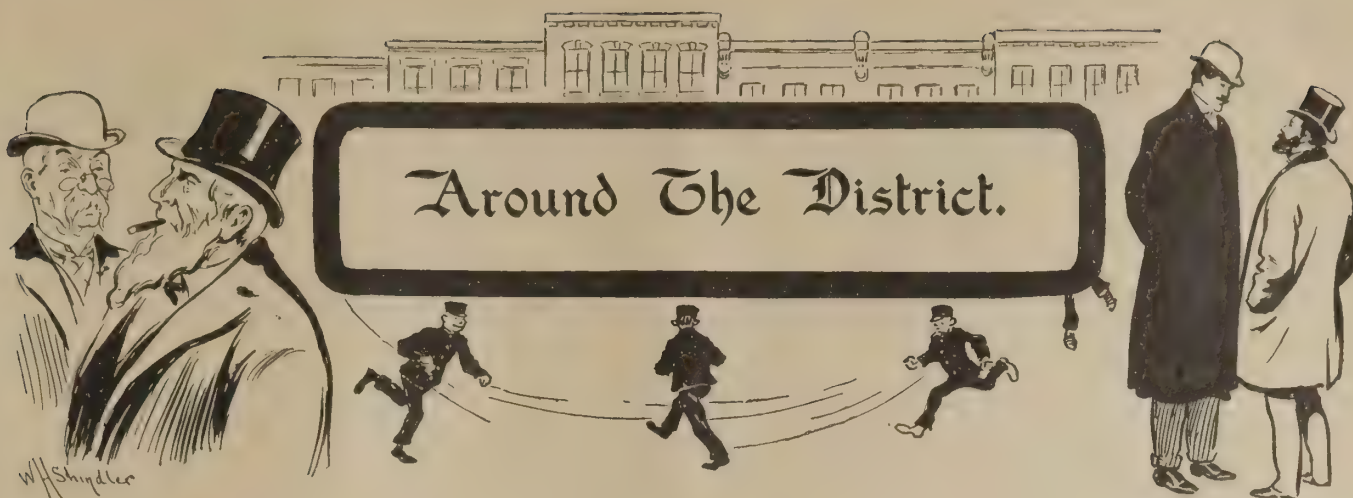
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 20, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 20 '07	Correspond ing period 1906
Boston	67	148	1858	2279
New York	97	92	2170	1698
Baltimore.	501	422	6247	4183
Philadelphia.....	65	64	811	523
New Orleans	150	125	2126	1259
Newport News....	....	16	336	291
San Francisco.....	8	56	146	340
Portland (Me.) ..	185	....	3006	341
Galveston.....	30	57	473	320
Portland (Or.)....	....	....	20	479
Inland Points.....	....	852	139	4345
Total ..	1133	1234	17632	16158

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Apr. 20, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 20, '07	Correspond ing period 1906
New York	97	92	2028	1820
Boston	67	148	1494	2394
Philadelphia.....	65	66	763	498
Baltimore	501	427	6110	4346
San Francisco.....	8	56	146	310
New Orleans	180	125	2254	1499
Portland (Me.) ..	117	....	1627	293
Galveston	30	57	341	301
Newport News....	...	16	331	276
Portland (Or.)....	....	....	20	530
Inland Points.....	....	855	60	4917
Total...	1065	1342	15174	17183



EXTREME dullness pervades the District. Few buyers are to be seen in the warerooms, and were it not for the mail orders very little would be doing. Some shipping is going on, but on the whole things are quiet as midsummer.

"Baby Belle" dolls have been brisk sellers at Bawo & Dotter's this season. As that purveyor of publicity, "Joe" O'Gorman, puts it, "They are distinctive, handsome, life-like, well-made, stylishly dressed, and provided with a new patented eye appliance which prevents the eye from dropping in." As this enumerates about every virtue that distinguishes the dolls, there is no excuse for additional comment.

Merchants desiring fish and game sets will have no difficulty in finding something to suit them in the Endemann & Churchill collection. The variety is large, the decorations striking, and the prices moderate. The border designs in connection with these fish and game subjects are particularly good, because they differ quite materially from the ordinary run of borders. In the exhibit, too, are some low-priced dinner sets that deserve consideration. Two border and two spray decorations in this line are carried in stock.

The Keane & Martin Co., 100 Chambers street, has added the household specialty line of the Handy Things Co., Ludington, Mich., to its exhibit.

When the improvements and alterations now in progress at 28 West Broadway are completed, which will be in a few more days, the Mitchell, Woodbury Co. will be enabled to make the first thorough exposition of its lines since the firm established a display in New York. Abundant space, which has not heretofore been at its command, is the most notable feature of the new showroom. The floor is to be occupied by twenty seven double-shelved display tables, each of which is ten feet long and four feet wide. Besides that, there are 110 feet of wall fixtures in position. On one side of the room are two mirror-covered tables and adequate plate glass shelving for the exhibition of cut glass. But space is not the only conspic-

uous virtue of the establishment. It is light and airy, and will also command attention because of the attractiveness of the interior and exterior appointments. A. A. Bean, who has been placed in charge of the place, is deservedly enthusiastic about the attractive surroundings provided for the exhibit. His sentiments regarding it are likely to be voiced by every visitor who has an eye for beauty and consistency in the display of china and glassware.

Something new in the way of a footed fish globe is presented in connection with the 1907 exhibit by Gill & Co. The foot, which is detachable, is combined with the globe in much the same manner that a punch bowl and its foot are connected. The sizes are from six to fourteen inches, and absolute uniformity is guaranteed because of the process employed in the production of the goods. Gill & Co.'s assortment is also featured this season by some finely decorated domes and shades and also a variety of new things in the way of gas and electric globes.

A beneficial change has been made in the method of displaying the McKee-Jeannette Glass Co.'s new Yutec line at 25 West Broadway. The samples now show to much better advantage, thereby further increasing the marked similarity that the pattern bears to the genuine cutting. Besides tableware, the Yutec is presented in oddly-shaped vases, two styles of jugs, and stemware. The Aztec, also a feature of the same exhibit, is shown in gold decoration as well as plain crystal.

Following are the lines that R. H. Yarwood will hereafter represent at 55 Park Place: A. L. Blackmer, cut glass; Hope Glass Works, cut glass; Abels & Co., display easels; Young & Russele, gas and electric portables; Wheeling Potteries Co. and Manhattan Plateaux Co. It is a peculiar coincidence that Mr. Yarwood begins his career as manufacturers' agent on the same thoroughfare where he started in the crockery trade twenty-nine years ago. His employer was Wm. B. Maddock, the English importer, with whom he went as office-boy. Later, Mr. Yarwood became a road salesman, and then a buyer.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK MAY 9 1907

AS a result of the new agreement between the United States and Canada increasing the second-class postage upon American journals mailed to subscribers in Canada from one cent to four cents per pound, taking effect May 8, the subscription price hereafter of the CROCKERY AND GLASS JOURNAL to Canadian subscribers will be three dollars per annum. The new rate applies only to renewals and new subscribers.

DEFENDING THE BUYER.

WE have frequently taken occasion in these columns to criticise the lack of common civility which some buyers of crockery, glassware and house-furnishings display in their treatment of traveling salesmen. The fact that certain order-bookers are themselves often responsible for these exhibitions of curtness and discourtesy on the part of buyers has also been recognized in our discussions of the subject. One buyer who requests that his name shall not appear has written us a rather spirited defense of the men who purchase goods, in the course of which he says:

"The average buyer has enough to contend with in the discharge of his duties to upset the most mentally and physically perfect mortal. It is no wonder, therefore, that he is occasionally guilty of a slight breach of courtesy in his reception of salesmen. But it is seldom that the clean-cut, business-like selling agent experiences any lack of attention at his hands. The victim almost invariably is a member of the opposite class of salesmen, whose principal activity when he enters a department is to ogle the salesgirls

and to follow it up by annoying the buyer with a story of questionable merit. Some of these near-salesmen vary this proceeding at times by attempting to flatter the vanity of the buyer, of whose common sense they must entertain a low opinion. They seem to have acquired their knowledge of salesmanship from some story-book or play, where the 'drummer' is invariably pictured as a smooth, rapid-talking, fashionably-attired young man with money and stories to burn. Can buyers be blamed for squelching such fresh, misguided mortals?"

While there is much that is true in the argument of our correspondent, he is in error when he declares that the "clean-cut, business-like salesman" is practically exempt from the discourteous inclinations of some buyers. Many of the most reputable and capable salesmen in the trade have at various times been subjected to humiliation and insult at their hands.

The onerousness of the average buyer's duties is fully appreciated, and due allowance is made for him on this account. Excessive responsibility is likely to temporarily sour the sweetest of dispositions; but the buyer who permits himself to become positively rude in his attitude towards any gentlemanly salesman is doing himself as great an injustice as the salesman. If only from motives of self-interest, it is far better to enjoy the good-will and esteem of salesmen than to incur their enmity. They may not only be in a position some day to offer a few real "bargains" to their favorites, but they may also be enabled to proffer a "tip" regarding a more desirable position in another department. No buyer's berth is actually permanent; and salesmen are often placed in a position whereby their recommendation of a man for buyership may count for something.

PERSONAL.

EVERY spring sees an exodus of importers to Europe. This year is no exception, except in the fact that more departures have been made all at once than is usual. Counting those who have gone with others to follow shortly, about twenty prominent importers will be abroad within another ten days. They are mostly the men of large affairs, and while their absence is only temporary, they are missed in many ways. They are hard-working men at home, and devote little of their time to pleasure while abroad. They go for work, and the result of their labors will be seen next spring, when the tables are spread with import samples.



Among the travelers on the Celtic, which sailed last Saturday for Southampton, was "Billy" Scammell, road representative of the Maddock Pottery Co., and his bride. The honeymoon, which is to last six weeks, includes a visit to England, Ireland, Scotland and Wales. It is hinted that Kenneth Bryce, with the Bryce Bros. Co., whose wedding to Miss Edith

Parker, in Pittsburgh, occurs next Tuesday, is also to take his bride to Europe, and that plans have been arranged for a meeting with Mr. and Mrs. Scammell somewhere on the other side.



E. S. Nieman has engaged with Fisher, Bruce & Co., Philadelphia. He was with Lit Bros., and formerly with Gimbel Bros., where he held a position for eight years.



Dave Jenkins, of the Kokomo Glass Co., is spending a week in New York. He has fully recovered from the somewhat serious illness which afflicted him for nearly two years.



John J. Reed has returned from Europe, where he spent a couple of months in the selection of import lines for the Snellenburg & Co. department, Philadelphia, of which he is the new manager.



Wm. N. Fletcher, with the H. Hohenstein Co., reached New York a few days ago after a far Western and Southern expedition that covered a period of fourteen weeks.



Elmer I. Hughes reappeared in the District last Friday after an absence of nearly three months. He was occupied during that period in a Western tour with the Ceramic Importing Co.'s line.



Louis Reizenstein, Pittsburgh, is booked to sail for Europe May 11.



J. B. Verriers, with C. L. Dwenger, made an exhibit at the Bingham House, Philadelphia, last week, his white and gold line attracting unusual attention.



Jas. Pass, president of the Onondaga Pottery Co., who has been abroad since last December, is due to arrive from Italy, his last stopping place, on or about May 15.



Simon Roth has assumed the management of Price & Rosenbaum's china department in Brooklyn. Miss Nathan was previously in charge. Mr. Roth up to a couple of weeks ago was the buyer for the L. M. Blumstein Co., on 125th street, this city.



W. R. Nieper, who has been abroad buying for the Nathan-Dohrmann Co., is due to arrive in New York May 15, accompanied by Fred Siem, his assistant.



O. L. Sutherland, with Geo F. Bassett & Co., arrived home on Friday after an extended trip which took him to the Pacific Coast. He did a good business, and is consequently happy.



A. Gredelue, United States representative of the Baccarat Glass Co., has just returned from his first trip through the United States. He is enthusiastic over the country and much gratified with the reception he met at the hands of the trade. He found bus-

iness excellent, especially for the new lines of fancy goods, such as epergnes, table electroliers and bouquet holders, which he is introducing for the first time.



Kennard L. Wedgwood, the English importer, having made a tour of New York State, will follow it by an invasion of Canada. He sails from Quebec May 17 aboard the Empress of Ireland for England. Besides visiting the English factories that he represents, Mr. Wedgwood will, while abroad, spend some time with his relatives and friends. He is expected to return about the middle of August.



Mr. Levy has been selected as manager of Ehrich Bros.' crockery department, this city. He was formerly connected with the same department as assistant to Chas. Cross, who resigned a couple of weeks ago.



Robert Burford, formerly a potter of East Liverpool, O., sailed for England on the Caronia, leaving Tuesday. Since Mr. Burford sold his interest in the pottery business he has traveled a good deal, and spent last winter in California. His journey abroad will last about six or seven weeks.



A. B. Evans, with Meakin & Ridgway, returned last Friday from an extended trip, and reports sales in excess of the corresponding tour last year.



H. A. Koll, buyer for A. Hamburger & Co., Los Angeles, arrived from Europe on Friday on the Deutschland. He is registered at the Cadillac and will leave for home on Saturday or Sunday night, stopping at East Liverpool, and possibly Chicago.



Justin Tharaud came in last Monday from a four months' tour with Endemann & Churchill's line. He went as far as the Coast on this trip and also penetrated the far Northwest. Next week Mr. Tharaud will probably make a brief visit to the South, the last of his road jaunts until the fall season opens.



J. Hawthorne, buyer for Wanamaker, this city, is expected from Europe on Friday. He was booked to leave Liverpool on May 3d.



Thos. Downs, with Robert Slimmon & Co., opened a New York State campaign on Tuesday. The tour will likely last until the end of the month.



Wm. Dougherty, with the Consolidated Lamp & Glass Co., started last Monday on a tour of New York State. He will be gone a few weeks.



Walter M. Aikman, president of the Central Stamping Co., was the guest of honor at the third annual dinner of sheet metal goods manufacturers at the Waldorf-Astoria Hotel, this city, recently. Mr. Aikman completed the sixtieth year of his connection with the tinware business on May 17. About one

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hundred gentlemen, representing nearly all of the most prominent tinware and enamel ware concerns in the country, were present.



Albert Binswanger, buyer of housefurnishings for the Jos Horne Co., Pittsburgh, is home from Europe, where he spent several weeks in the selection of housefurnishing novelties for his house.



Jos. F. Cosgrove has been added to the road staff of Maddock & Miller. He is at present visiting the Eastern trade, which has heretofore been cared for by Wm. E. Nye, whose impaired health has compelled him to rest up for a few months.



Max Blau, of the Blau Bros. Co., has returned from a ten days' visit to the West. While away Mr. Blau established a branch office of the concern in Chicago. It is managed by Wm. R. Steinberg and is located in the Republic Building on State street, that city.



Louis Cruveilher has just closed his first road campaign in the interests of Bawo & Dotter. He was on tour about eleven weeks in both the West and East. Thos. F. Turner returned on Monday from the South after a trip covering a period of three months.



Leonard Stock came in early this week from the West, where he was engaged for nine weeks writing business for Chas. Ahrenfeldt & Son.



Egbert W. Simmons, who has just left the Callendar, McAuslan & Troup Co., Providence, R. I., to become manager of the Howe & Stetson Co's store, New Haven, Conn., was several days ago presented with a handsome gold watch and fob by employees of the Callendar, McAuslan & Troup Co. The gift was a surprise to Mr. Simmons, who was unaware of the plans of his former business associates until a committee called at his home one evening and made the presentation.

OBITUARY.

JERE FRIEDMAN, an employee of L. Straus & Sons for nearly twenty years, died on Wednesday last after a protracted illness. His health had been declining for nearly a year, but he continued to report for duty up to three weeks ago. In recent months, though, he was unable to spend more than a couple of hours daily at his desk. The deceased entered the service of L. Straus & Sons on Sept. 4, 1887, as an errand boy. He evinced a taste for office work and soon earned a place in that department of the Straus business. Last summer he graduated as a public accountant, and his friends believe that his close application to study in preparation for that examination was largely responsible for his loss of health. Mr. Friedman was born in this city June 17, 1873,

and was unmarried. A delegation representing the various departments of L. Straus & Sons' establishment will attend the funeral on Friday morning from the home of the deceased's mother.



Ewing C. Mulford, aged fifty-four, died last Tuesday at his home in Trenton, N. J., after a brief illness. While identified in recent years with the rubber industry, Mr. Mulford was formerly actively associated with the pottery trade in Trenton. Beginning as an indoor man with Alpaugh & Magowan, he later became a road salesman for that concern. Then he was appointed manager of the firm's New York sample-room at Cliff and Fulton streets, which was given up about 1890. Subsequently he accepted a position with the Trenton Potteries Co.

SOME GLASSWARE ADVANCES.

NEW YORK selling representatives of Association glass factories received notification early this week of advances on several different items in table and ornamental glassware. About a half dozen items are affected, and the increases will average not more than five per cent. Plain and decorated vases are among the pieces that have experienced the raise. More advances are expected later.

FOR A GOLF TOURNAMENT.

IN view of the success of last year's golf tournament the crockery and glass men propose to hold another in July. A committee, consisting of Harry P. Muirheid, W. S. Pitcairn, J. D. Dithridge, Col. C. J. Seiter, Arthur S. Higgins, W. W. Magee and Joe Kissam, is already making the necessary arrangements, and within a short time a circular will be issued to the golf players of the trade.

NO BURGLAR AMID THE ART POTTERY.

ASQUAD of policemen broke into the Zanesville Tile Co.'s showroom on West Twenty-third street on Tuesday night in pursuit of an alleged burglar. This establishment is conducted by J. B. Owens, the manufacturing potter, and the samples exhibited there also include various kinds of art pottery. Although jardinières, umbrella stands, etc., were thoroughly inspected, no trace of a criminally-inclined visitor was found. Upstairs their search led to the discovery that a young woman artist had, when entering the parlor of her studio with a lighted lamp earlier in the evening, shaded the light with her hand. This, probably, had excited the sleuth-like instincts of some young man passing on the opposite side of the street, who, assuming that it was a burglar with a dark lantern, sent in the alarm to police headquarters.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
May 7, 1907.

ANTWERP

46	packages glassware	B Gunthel
105	" "	O Goetz
57	" "	W P Graham & Co
8	" "	J M Shaw & Co
100	" "	Miscellaneous Orders
22	chinaware	Wm Guerin & Co
88	earthenware	Geo Borgfeldt & Co
45	" "	G F Bassett & Co
23	" "	O Goetz
20	" "	Hamburger & Co
4	" "	Koscherak Bros
2	" "	L Straus & Sons
67	" "	Miscellaneous Orders
2	toys	R H Macy & Co
9	" "	Geo Borgfeldt & Co
15	" "	F W Woolworth
76	" "	B Ilfelder & Co
111	" "	Miscellaneous Orders

BRISBEN

19	packages glassware	L Straus & Sons
1	" "	Geo Borgfeldt & Co
6	" "	Hamburger & Co
29	" "	Strobel & Wilken Co
191	" "	Miscellaneous Orders
11	earthenware	Bawo & Dotter
123	" "	Geo Borgfeldt & Co
2	" "	Hamburger & Co
37	" "	Knauth, Nachod & Kuhne
5	" "	N Wapler
18	" "	The Julius Levy Co
70	" "	Strobel & Wilken Co
23	" "	Miscellaneous Orders
65	toys	Geo Borgfeldt & Co
8	" "	L H Mace & Co
47	" "	Samstag & Hilder Bros
16	" "	G W Travers
175	" "	Strobel & Wilken Co
71	" "	Miscellaneous Orders

COPENHAGEN

217	packages glassware	Brown Bros
26	chinaware	Christian Scherfig
189	earthenware	Geo Borgfeldt & Co
48	" "	Miscellaneous Orders

LIVERPOOL

2	packages earthenware	The Rowland & Marsellus Co
13	" "	G F Bassett & Co
15	" "	E Bcote
6	" "	J Davison
10	" "	Knauth, Nachod & Kuhne
56	" "	Maddock & Miller
27	" "	Meakin & Ridgway
3	" "	L Straus & Sons
14	" "	R Slimmon & Co
17	" "	The Julius Levy Co
41	" "	Miscellaneous Orders
25	chinaware	C Ahrenfeldt & Son
5	" "	L D Bloch & Co
32	" "	Endemann & Churchill
18	" "	Miscellaneous Orders
10	toys	Strobel & Wilken Co

SOUTHAMPTON

24	packages chinaware	Bawo & Dotter
35	" "	Blakeman & Henderson
21	" "	C L Dwenger
12	" "	A G Moment
97	" "	Paroutaud & Watson
16	" "	L Straus & Sons
47	" "	J H Venen
11	" "	Miscellaneous Orders

LIMOGES

108	packages chinaware	W L Briggs
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ROTTERDAM

3	packages earthenware	L Straus & Sons
21	" "	L D Bloch & Co
78	" "	Karl Hutter
10	" "	A Steinhardt & Bro
80	" "	Miscellaneous Orders
21	glassware	L Straus & Sons
128	toys	B Ilfelder
4	" "	R H Macy & Co
86	" "	F A O Schwartz
52	" "	Miscellaneous Orders

HULL

18	packages glassware	C Ahrenfeldt & Son
50	" "	Miscellaneous Orders

TRIESTE

5.9	packages glassware	A L Crawford
19	packages chinaware	Endemann & Churchill
2	" "	Haviland & Co
59	" "	Miscellaneous Orders
25	glassware	E Utard

HAMBURG

16	packages glassware	L Straus & Sons
24	" "	Eimer & Amend
107	" "	Fensterer & Ruhe
33	" "	Kmy-Scheerer Co
8	" "	Julius Palme
12	" "	Strobel & Wilken Co
46	" "	Miscellaneous Orders
8	earthenware	L Straus & Sons
8	" "	F Bing & Co
2	" "	Fensterer & Ruhe
28	" "	Knauth, Nachod & Kuhne
4	" "	Julius Palme
32	" "	The Julius Levy Co
20	" "	Strobel & Wilken Co
90	" "	Miscellaneous Orders
10	toys	F A O Schwartz
42	" "	Strobel & Wilken Co
13	" "	Miscellaneous Orders
7	pharmaceuticals	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

68	packages earthenware	Jones, McDuffee & Stratton Co
4	" "	American Express Co
135	" "	Mitchell, Woodbury Co
17	" "	A W Chesterton
14	" "	W N Proctor & Co
2	" "	Richard Briggs Co
5	" "	Houghton & Dutton
9	" "	Jordan Marsh Co
25	" "	Miscellaneous Orders

ANTWERP

10	packages earthenware	Jones, McDuffee & Stratton Co
4	" "	Houghton & Dutton
175	" "	Geo Borgfeldt & Co
7	" "	R F Downing & Co
16	" "	Miscellaneous Orders

MANCHESTER

11	packages earthenware	Downing's American Despatch
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MARGWARTH BROS. SELL OUT.

AN interesting mercantile deal was consummated a few days ago whereby the department store business of Margwarth Bros., in Hazelton, Pa., passed into the control of the Prince Furniture and Carpet Co. The latter already operates stores in Pittston, Allentown, Rochester and Reading, Pa. The consideration involved in the purchase is said to have been \$132,500.



The lamp season is at its height. **Pittsburgh and Vicinity.** The Fostoria, Consolidated, Gill, Phoenix and the Pittsburgh Lamp, Brass and Glass Co. report heavy orders. The new patterns are meeting with success wherever shown. The season promises to be a record one.

The tendency in cut glass is toward either inexpensive or very expensive cuttings, and as a consequence the intermediate grades are suffering. The lines with exclusive features are bought readily.

Duplicate orders on staples have been a feature of the trade during the past fortnight. Manufacturers assert that the demand for this line of goods is very heavy.

"Keep up with the times" is the motto of the United States Glass Co. The latest to be presented by this firm is the Teddy Bear plate, oval in shape and measuring seven by ten inches. A likeness of President Roosevelt is in the centre. Crossed sabres in a circle at the bottom divide the words "A Square Deal." Little bears surround the rim, while in a circle at the top is the spreading eagle. Greater success is predicted for this novelty than prevailed with the celebrated McKinley plate. A new line of candlesticks has also been placed in the sample rooms. The stick is made by a new process, and the design is original.

J. C. Leonard, crockery and glass jobber, Allegheny, Pa., had a narrow escape from death recently. A heavy package of ware fell and struck him on the head. The fact that the blow was glancing alone saved him. As it was he sustained an ugly scalp wound. He was able to resume business in a few days.

Edward Rambo has been placed in charge of the order department of the Pittsburgh Lamp, Brass and Glass Co., vice J. O. Gilmore resigned. E. T. W. Craig, who travels the North and Middle West, has been spending several weeks at the home office.

Within fifteen hours 15,000 tumblers were given away to those who attended the opening of the crockery and glass department of the W. H. Keech stores, just opened under the direction of R. W. Brodt.

H. S. Wagner, who is arranging for the opening of a crockery and housefurnishing store in Connellsville, Pa., was in the Pittsburgh market during the week.

A recent addition to the Fostoria plant is a stem shop, for the manufacture of a special line of ware, for which a number of expert glass workers were especially secured. The new shop will add greatly to the output of this firm.

An attractive line of hyacinth vases, colored in blue, amber, emerald green, peacock green and also in plain crystal, has been brought out by the Cumberland Glass Co. Three new lines of cut stemware have also been added lately to the same concern's output.

Officials of the Fort Worth Glass and Sand Co. announce that the plant will probably be in operation in a few days. The buildings on the company's property, one and three-quarter miles west of the city on the Texas Pacific, have been practically completed and machinery is now being placed in position. The new plant has a floor space of 28,000 square feet and costs approximately \$50,000. When operations begin 250 people will be on the payroll.

The new lines of the Pittsburgh Lamp, Brass and Glass Co. have met with such success that the local factory is enjoying a remarkably busy season. Over two hundred different decorations are being

turned out at the local plant this season on lamps alone.



The work of rebuilding the new stack to the tank at the Crystal Glass Co.'s plant has been completed. The new tank was worked for the first time this week.



It has been decided to considerably enlarge and improve the plant of the Fenton Art Glass Co. A new stack and additional furnaces will, when erected, increase the capacity of the factory fully fifty per cent. There is talk also of the construction of a building quite as large as the present one. Two hundred operatives are now on the payroll.



By strenuous efforts the management of the Rochester Tumbler Works succeeded in making a hole in the order files, but within a week mail business was so heavy that the firm had more than ever on its books. The demand for the better grades of goods is exceptionally strong. A special catalogue just issued shows a new line of covered steins—sixteen shapes and sizes being shown. The covers are metal, and a feature of one is the Order of Elks emblem.

With the H. C. Fry Glass Co. a busy season is reported. This firm is having a good run on practically all of its lines. Mail business is particularly heavy.

The Rochester Cut Glass Co. is enjoying a remarkable season. The better lines are selling well, and a number of exclusive patterns are having a heavy demand.

Improvements at the Keystone plant have been completed and every turn is working regular. Orders with this factory are very heavy.

RECEIVER TO CONTINUE BUSINESS

AN order has been issued by the court instructing Percy C. Hopkins, receiver for the Evansville Glass Co., to continue the business until all present contracts have been executed or all material on hand exhausted. The stockholders of the company have received a circular letter from President Weil, wherein he takes exception to the company's having been thrown into the hands of a receiver, and makes allegations that the process whereby this was brought about was not legal. One of the attorneys for the stockholders says that unless some satisfactory arrangement is made action will be brought against several of the directors.

CHANGES IN THE NATIONAL GLASS CO.

AT a recent meeting of the National Glass Co., A. J. Bennett, president of the Cambridge Glass Co., Cambridge, O.; Frank Merry, of the Indiana Glass Co., Dunkirk, Ind., and A. J. Smith, of the McKee-Jeannette Glass Works, Jeannette, Pa., were placed on the board of directors. Following this action the directors elected Mr. Bennett vice president of the company. Addison Thompson, chairman of the board and secretary of the company, who had previously held the office of vice-president, retires from that position on account of the steady increase in its multifarious duties and will devote his entire attention to his other offices, among which is the superintendency of the Rochester Tumbler Works. Under the new arrangement Mr. Bennett will look after all the factories and have charge of the sales department. He is a clear-headed business man, successful in all his undertakings, and his advancement is a matter for congratulation all around.

It is further rumored that Chas. Gill, president of the Crystal Glass Co., Secretary Murray and Frank Cartwright, manager of the sales department, have been dropped, and that Ray Boyd, who was formerly with Capt Muhleman at the Crystal, has been elected president, going from the Cambridge plant. In addition to his duties at the Crystal, the latter will have an eye on the Ohio Flint Glass Co., Lancaster, O., and the Riverside Glass Co., Wellsburg, W. Va. It is also intimated that further changes are to take place.

A TREASURY DECISION.

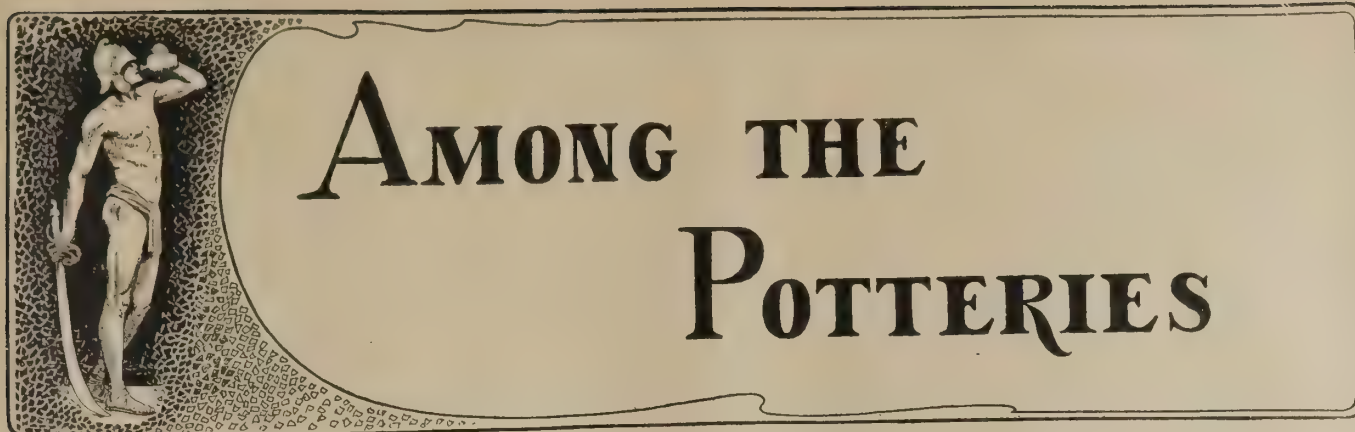
ON Tuesday Judge Waite decided in favor of the French china importers in the case which has been agitating the trade and the Government for many weeks. The main point at issue was the market value abroad. The claim of the importers was sustained at every point. It is intimated that the Government will appeal to the Board of General Appraisers.

FORD CITY PLANT SOLD.

THE sale of the property of the Ford City Pottery Co., Kittanning, Pa., was made several days ago to the Colonial Trust Co., of Pittsburgh, the largest individual creditor. It is announced that the purchase price was \$51,000. No information has been divulged regarding the plans of the Colonial Trust Co. in respect to the plant, but it is pretty generally expected that some competent people will be engaged to resume manufacture there shortly.

FOR SALE.

ABOUT 120 feet of wall show-cases, plate glass sash, steps, shelving, etc. Complete and in good order. Thirty feet of these cases have mirror backs and glass shelves arranged for cut glass display. INTERNATIONAL SILVER Co., 9 Maiden Lane.



"Men wanted" signs are to be seen tacked to the walls of numerous potteries in the district. During the past fortnight a number of manufacturers were unable to operate their plants as fully as desired on account of the shortage of skilled labor, although the order departments have made remarkable efforts to keep up with shipments. The shortage of cars is being relieved to a certain extent, and this has helped the situation greatly.

Lawrence Bloor, who has had active management of the decorating department of the Edwin M. Knowles pottery, has resigned, the position now being filled by Edward Peters.

C. H. Bowman, secretary of the Globe Pottery Co., has been confined to his home with a threatened attack of diphtheria. His condition during the past few days has shown an improvement.

Frank Small will soon leave the offices of the Knowles, Taylor & Knowles Co. for the quiet life of a farm. He has been associated with this concern for about twenty-five years.

Manufacturing potters were notified last week of an advance in the price of packages. While this will add to the expense of the manufacturers, no attempt has been made to increase the cost to consumers.

The scarcity of cars on the Southern roads has compelled clay shippers to send the raw product into the local markets in open cars. Such conditions were never known to exist before.

Among the buyers in the local market during the past week were: J. H. Schwartz, Morris Bergman and M. Rossen, all of New York; Charles Jaffe, Philadelphia; and Pearl Britton, Kenton, O.

Acting on a complaint by manufacturing potters that there is a scarcity of kiln hands in this district, representatives of the factory owners have started negotiations with the National Brotherhood of Oper-

ative Potters asking that the number of apprentices in each crew of kilnmen be increased to two, instead of one, as at the present time. This was permitted several years ago, and when conditions justified it the number of apprentices was decreased again.

H. P. Knoblock, of the Colonial Pottery Co., is spending a fortnight at West Baden, Ind., in the hope of benefitting his health.

Charles Bowman has taken the management of the Smith-Phillips plant, vice J. J. Shingler, who has left for California.

Manufacturing potters report an excellent business from the West and Northwest. The farmers have commenced to buy heavily throughout the entire district.

The Kentucky Construction and Improvement Co. has been recently organized, with a number of East Liverpool manufacturers interested. The company operates clay mines in Tennessee and Kentucky, the latter property being taken over at a cost of \$60,000. Harry Watkins, of Mayfield, Ky., spent some time here during the week consulting with local stockholders, afterwards leaving for the Zanesville district.

"We are literally swamped with orders," said Secretary C. C. A. Ashbaugh, of the West End Pottery Co., in speaking of the condition of trade.

George S. Goodwin, of the Goodwin Pottery Co., who was injured in a collision with a cyclist, has been removed from the hospital to his home. His condition is gradually improving, and within a few days he expects to be at his desk again.

The potters have held meetings during the past week with a view of having recent rulings of the Pennsylvania Railroad Co. affecting this district recalled. Only ninety-six hours are allowed for the loading of accommodation cars. Manufacturers assert that the time in many instances is not sufficient. After ninety-six hours the railroad company will charge \$10.80 for moving the car from one pottery to

another. The manufacturers will probably appoint a committee to take the proposition up with the higher officials of the railroad company.

* *

William H. Phillips, of the Smith-Phillips China Co., has left for Honolulu, where on May 22 he will wed Miss Gertrude Baker, formerly in charge of the Carnegie Library in this city, now in charge of a similar institution in Honolulu. Mr. Phillips sails from San Francisco May 10 and will arrive at Honolulu May 17. Mr. and Mrs. Phillips will make a tour of Japan and spend two weeks in Yokohama, and will return to East Liverpool early in August, where they will make their home.

✂

Hotel china has just been added to the **Trenton**. product of the Cook Pottery Co. It is a double-thick standard line, undecorated, and possesses an excellent color and glaze. A couple of kilns have already been drawn, and the results are highly satisfactory. Later it is the firm's intention to go even more deeply into the manufacture of china of a thinner type. The new line is being produced at the Prospect Hill plant, where the company's electrical porcelain department is also located.

* *

An item appeared in a local newspaper several days ago to the effect that a pottery concern here was experimenting with a kerosene fuel kiln with the object of firing its ware in that manner hereafter. The name of the firm was not divulged, and the several manufacturers approached by the writer claimed to have no knowledge of the experiment. Some years ago the Willets Mfg. Co. built a kiln for the purpose of firing with kerosene, but the test was not successful. The Standard Oil Co. also spent several thousand dollars experimenting at the International Pottery Co. Recently a man turned up in East Liverpool with a new burner which he claimed would do the trick. Two unemployed kilns at the old Murphy Pottery were placed at his disposal, but he did not appear to have faith enough in his scheme to put out money for trials. He wanted the potters to advance funds, but they declined.

* *

Local manufacturers have contributed a number of specimens of pottery to the Actors' Fund fair now in progress at the Waldorf-Astoria, New York. The donations were solicited by Miss Claire Kulp, a professional actress from this city.

* *

Chas. A. May, president of the Maddock Pottery Co., has been under the care of a physician at his home here for several days. His condition is not considered serious.

* *

Judge Cross, in the United States circuit court, on Monday, in the appeal of Henry D. Phillips from a decision of Samuel D. Oliphant, as referee in bankruptcy in the Hart Brewer pottery proceedings, allowed a continuance until next Monday. Phillips

seeks to have a claim of \$90,000 allowed. The amount involved covers a period of about ten years. The referee has twice decided that Phillips is entitled to money for six years back, but said the rest of the claim was not legal.

* *

A. H. Hays, with the Cook Pottery Co., started last Monday on an expedition through New York State.

* *

Oscar B. Van Fleet, who was for many years a selling representative of the Mercer Pottery Co., has signed with the Willets Mfg. Co. He opens his introductory tour this week.

* *

Delegates to the annual convention of the National Brotherhood of Operative Potters will be named this week by the local unions. The convention is to take place this year in East Liverpool the week beginning July 8. The nine local unions will send about twenty-five delegates. The most important matter to come up this year will be that of naming a new general conference committee, and suggestions as to the locals' demands for a new scale for general ware operatives. The two-year agreement between the N. B. O. P. and the National Manufacturing Potters' Association expires next November. The question of having national officers elected by referendum will again come up, notwithstanding that it was defeated last year. Three Trenton men—Frank V. Hutchins, first vice president; Thomas Humphreys, fourth vice president, and George Martin, sixth vice president, are candidates for re-election.

✂

The Steubenville Pottery Co. is **Steubenville, O.** enjoying one of the most prosperous seasons in its career. The novelties made by this firm are having an exceptional sale. William Lynch is now in the East, while the Western business is being cared for by James McHugh. Secretary Harry D. Wintringer is now a confirmed autoist, having received his new car during the past week.

✂

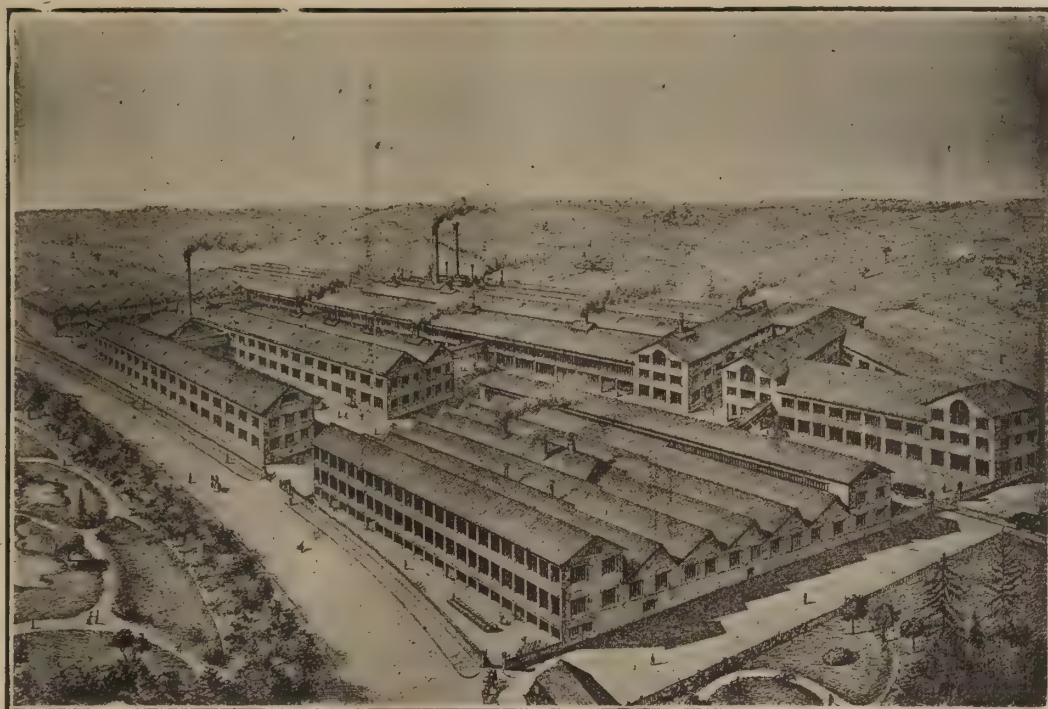
Jobbing trade has not been affected **Wellsville, O.** much by the bad weather, and as a result the United States Pottery Co. has been rushed with business from this source. The general line of this firm is having a great sale.

* *

The Smith-McNicol office is crowded with orders. The dinner and toilet lines of this firm are in especially good demand.

✂

The new casting shop of the **Crooksville, O.** Crooksville China Co. will be ready within sixty days. An additional kiln is also contemplated. A shortage of gas and some raw materials has held the firm back to some extent, but the sales department is not permitting the trade to suffer to any degree.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of Theodore Haviland is the most popular
brand of French China, and customers should see that the
first name, THEODORE is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

A portion of the mammoth sample
Newell, W. Va. room of the Homer Laughlin
 China Co. was thrown open to the
 public this week. In the centre of the large room are
 fifteen square tables upon which all of the latest spe-
 cialties are shown. Black velvet trimmed with gold
 braid forms a fine background for the ware. On either
 side of the spacious room are distributed forty five
 round tables upon which are shown the latest and
 best dinner patterns. Neat linen tablecloths are
 used on each of the tables. The entire west end of
 this room is devoted to the exhibition of toilet pat-
 terns. Four pyramidal shelves, each twenty-five feet
 long and arranged in three heights, are devoted to
 this exhibit. Over 160 patterns are shown.

In order to recover a claim against
Columbus, O. the Bell Pottery Co. of \$2,329.95,
 Albert S. Hughes has filed a motion
 in a local court for an early hearing. He asserts that
 \$750 was earned within three months of the appoint-
 ment of a receiver, and that this is a preferred claim
 Hughes was general manager of the plant

Sheriff Wells, of Lisbon, has fore-
Salineville, O. closed a mortgage on the property
 of the Standard Pottery Co. The
 amount of the claim, which was held by the Citizens'
 Banking Co. of Salineville, amounted to \$1,500.

AFFAIRS OF ROSE & NUGENT.

HARRY C. BASCOM, assignee in the matter of
 Rose & Nugent, Leominster, Mass., has dis-
 posed of all the assets of that concern, and has the
 cash in hand. He obtained about forty per cent on
 the cost of the goods and fixtures. He is now veri-
 fying the claims against the firm, and hopes soon to
 make an offer in settlement. Just what percentage
 he will be enabled to pay cannot be determined until
 all accounts are in.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the
 first and fifty cents for each following insertion for each half inch
 of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman familiar with the New England and
 New York State territory, with a knowledge of crockery,
 to travel on commission for an old-established pottery. Good
 trade of years' standing and a snap for a good, live man. Ad-
 dress A B C, this office.

SALESMEN wanted to work on commission basis for first-class
 pottery engaged in the manufacture of staple and fancy
 lines. Excellent line of goods to sell. Address Box 467, this
 office.

HELP WANTED.

MANAGING superintendent for potteries company in Central
 West. Must be able to take entire charge, including man-
 ufacturing and sales. Address in confidence, giving complete
 detailed account of experience covering positions occupied, and
 knowledge of pottery business, HARGOODS, 1126 Park Building,
 Pittsburgh, Pa.

WANTED—Manager for crockery and housefurnishing goods
 departments. A man under forty-five, who has had actual
 experience in these lines and who can show a successful record
 as a manager. Salary \$150 a month, and with good future ac-
 cording to showing made. Give complete business record; else
 no attention will be given applications. Correspondence confi-
 dential. Address O. A. HALE & Co., San Jose, Cal.

WANTED, ASSISTANT MANAGER—One to take charge
 of housefurnishing department, who has had experience
 in housefurnishing, china, glass and lamps. Good appearance
 and habits. Who has ability to take more responsible position.
 Address, with references and past experience, A. W. WHELOCK,
 Rockford, Ills.

SITUATIONS WANTED.

A YOUNG man of twenty-three, college graduate, a hustler,
 and with a thorough knowledge of crockery, desires position
 as salesman for reliable firm. Address Box 81, Alfred, N. Y.

BUSINESS OPPORTUNITIES.

TO IMPORTERS, JOBBERS and MANUFACTURERS—
 The advertiser has exceptional opportunities for the quick
 marketing of special lots of merchandise, and would be pleased
 to hear from parties interested. Address REPRESENTATIVE, this
 office.

WANTED—Fancy pottery or metal goods line to represent in
 New York. Party desiring same has an established New
 York office and best selling connections. To good line can give
 proper representation. Commission only. Address Box 465, this
 office.

Best Quality.

**Fry Cut
 Glass
 represents
 Value.**

**BUY IT AND BE
 CONVINCED.**



B. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

RIVERSIDE GLASS CO., Wellsburg, W. Va.



No. 615

Two of Our Winners

FOR THE SEASON OF 1907.

PLACE YOUR ORDERS FOR LAMPS
NOW AND AVOID THE RUSH.



No. 614

Write Department A for Catalog and
Price List.

Original and Exclusive Manufacturers of the Celebrated Riverside Clinch-on-Collar Lamps, Clinch-on-Top Molasses Cans, Plain and Decorated Tableware, Stationers' Glassware. :: :: :: :: ::

Walter R. Wearn, 25 West Broadway, New York.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray & Co.,

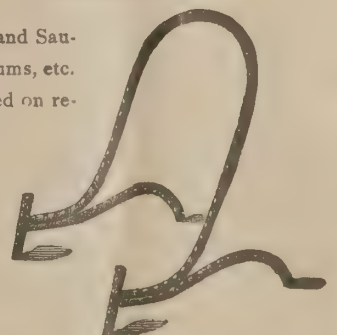
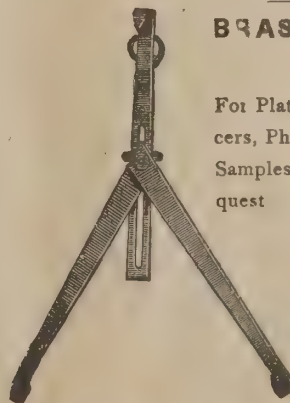
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WE HAVE NO AGENTS.

BRASS EASELS AND PLACQUE
HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc.
Samples forwarded on request



ARELS & CO, 460 West Broadway, New York

MANUFACTURERS

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA

SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

The Import Season

is on and we are to the fore with the
cleverest line of

FRENCH CHINA NOVELTIES

that ever came across the salty seas.

We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

Will Take Import Orders

UNTIL JUNE 1st.

DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.



Libbey
"THE WORLD'S BEST."



THE finest workshops and the
finest workmen in the world.
An experience that dates back to
the inception of the industry in
America.

Would it not actually be a reflection upon us if Libbey Cut Glass were NOT the most perfect cut glass?

LOOK FOR THE NAME LIBBEY
GRAVEN IN THE GLASS.

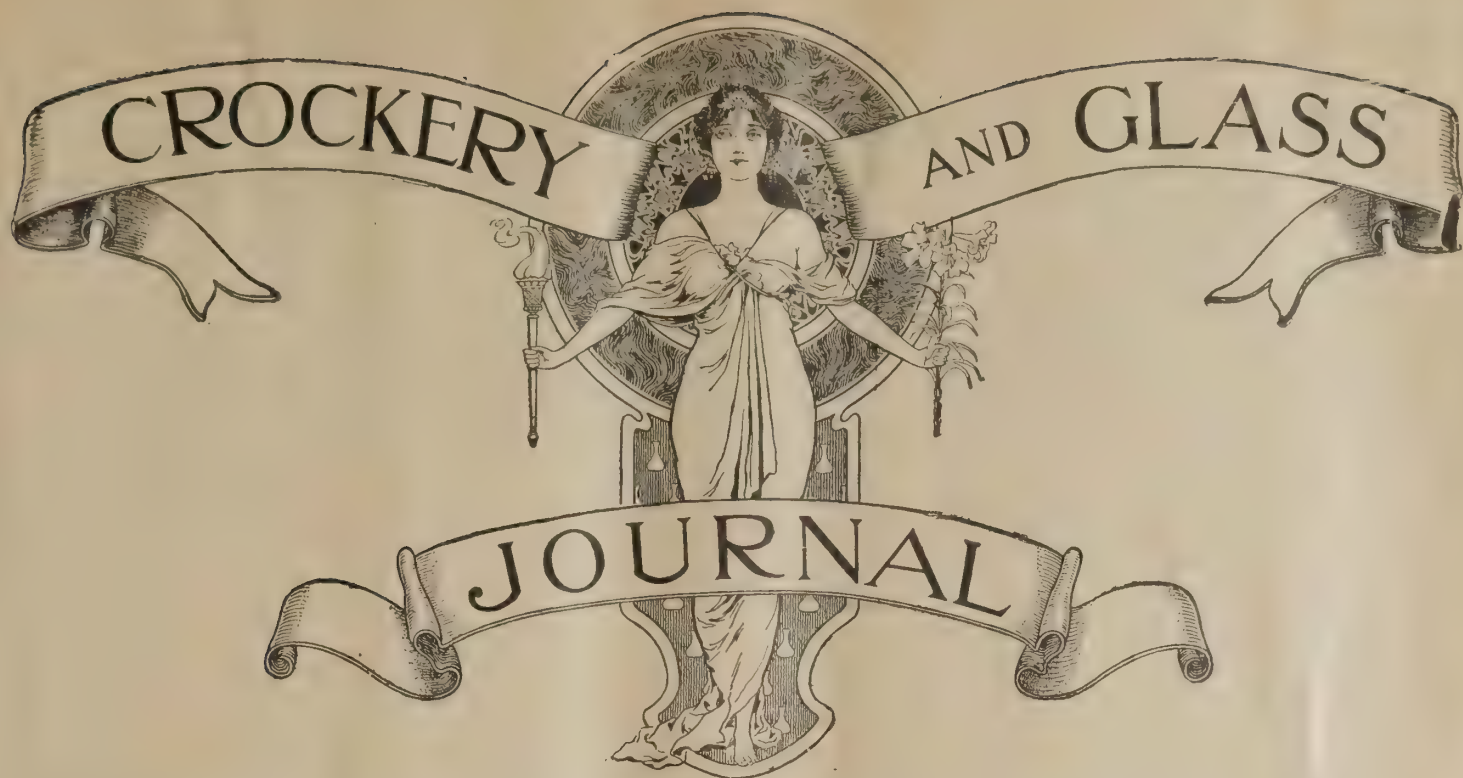
==== *The* =====

LIBBEY GLASS CO.

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.





NEW YORK, MAY 16, 1907.

THE CONDITION OF BUSINESS.

The condition of trade generally has not changed much since our last report.

Business has fallen off in some places where it was good, and there has been a slight revival in other districts where it was very quiet. This just about established a balance. The delay in transportation, caused primarily by a shortage of cars, and which has been an annoyance for months, was made worse in New York this week and last by a strike of the dock men. The ocean steamships have been delayed, many of them sailing with short cargoes, and those arriving had much difficulty in discharging. Local shipments were also hampered. At this writing the strike is still on.

It now looks as though spring had really arrived, and a revival of retail trade may be confidently expected. June promises to be exceedingly prolific of weddings this year—and these invariably mean good business for the lines we represent. Again, the many people who at this season leave for their suburban homes, but have been delayed by the cold and stormy weather, are now making their departures. In these flittings many household things are required, and while there is a loss of patronage, perhaps, to the city stores, the country merchants profit. The future outlook is all right, in spite of the continued reports of short crops. The wheat pit went wild this week on a showing of nine points lower average yield than last year at this time—really too insignificant to be

considered. That the upward movement was purely speculative is evidenced by the fact that the stock market paid no attention whatever to the gamble in wheat. With anything like decent weather the bulls on wheat will have the bears after them very shortly.

After experiencing a rather noticeable slump for several days business picked up again towards the end of last week. This improvement was also marked early this week. All the plants here seem to be operating up to the limit of their facilities, which is quite surprising in view of the advanced stage of the spring season. The shortage of clay, which occasioned no little inconvenience earlier in the year, has been overcome to some extent. But the demand is not yet entirely satisfied.

Business during the past week has been just about the same as during the previous fortnight. Mail orders form a large part of the business now coming in, although road salesmen are sending in their share. The bright spring days will go a long way toward stimulating retail buying, and this will be felt at once by the manufacturing potters. Collections are to be somewhat easier. Southern business is picking up, while urgent appeals are being received to rush orders to the Western market.

Pittsburgh and Vicinity. With more seasonable weather business conditions in this territory have shown rather marked improvement.

Retailers reported better trading toward the week end. Manufacturers say that orders are keeping up very well. Buying is not confined to any special article, but extends over the entire lists. Jobbers have also had a good week, and orders with them for the fall and summer trade are beginning to come in.

Cincinnati, O. Considerable improvement is evidenced in the local retail trade. An active movement in goods is reported. Jobbers are enjoying a rush season, and are asking manufacturers to hurry their orders. Salesmen for the jobbing houses advise that while weather conditions have been against heavy buying, yet a very satisfactory business is being booked.

St. Louis, Mo. Reports of the local business situation for the past week were favorable throughout the city. The outlook favors activity during the remainder of the season and into the summer months. Jobbers are enjoying a brisk business.

BASEBALL GAME IN PROSPECT.

IF satisfactory arrangements can be made, baseball teams representing Carlowitz & Co. and Geo. Borgfeldt & Co. will determine the question of supremacy on Saturday, June 1. The Carlowitz faction has opened negotiations by the issuance of a challenge, which the Borgfeldt tossers are expected to accept. The most available grounds in Brooklyn will probably be secured for the battle.

DISASTROUS FIRE IN GLASS FACTORY

THE plant of the Wellsburg Glass and Mfg. Co., Wellsburg, W. Va. was destroyed by fire Monday last, caused by the explosion of a tank. The loss is placed at anywhere from \$30,000 to \$50,000. The order books were destroyed. Accounts and other books in the safe were unharmed. A meeting of the board of directors was held Monday afternoon and a decision to rebuild reached. A temporary building will be put up immediately. The mold and machine shops were saved. As soon as insurance adjusters complete their work a permanent building will go up. The plant was erected in 1882 as the Dalzell glass works, later becoming the Tanner-Frank factory. For the past five years it has been operated by the present management. Bottles and preserving goods were the main products.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

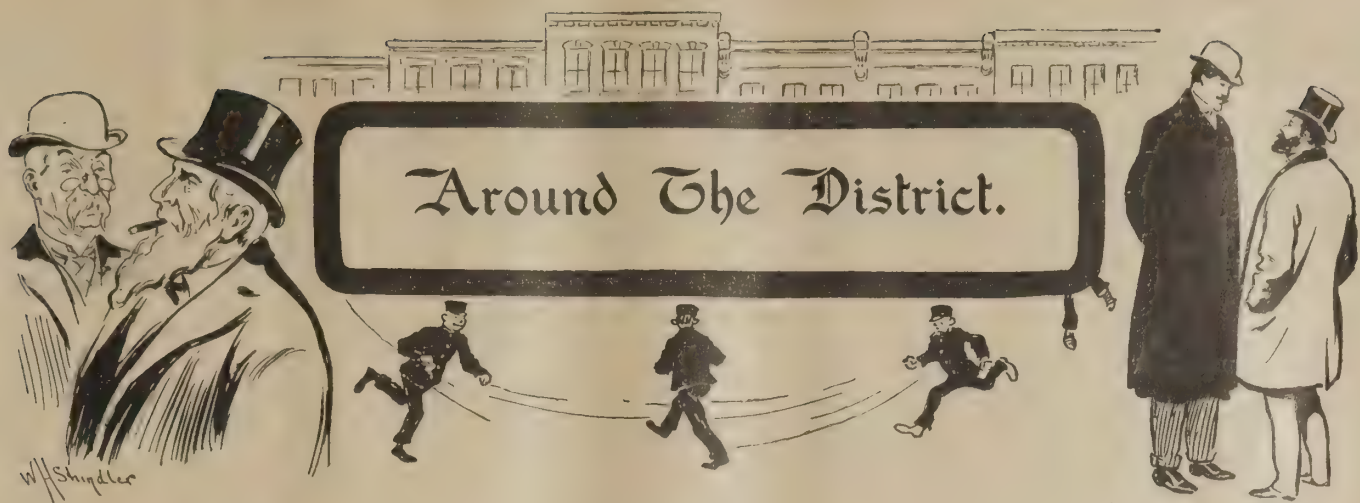
L J Wagner, with J N Adam & Co, t, Buffalo.
P Johnson, of Chamberlin-Johnson-Du Bois Co, s, Atlanta, Ga, Imperial.
A Ainsworth, with Blanchard, Young & Co, t, Providence, R I B'dway Central.
J Kelly, with Reid & Hughes Co, t, Norwich, Conn. Hermitage.
J Knatz, with Gimbel Bros, c, Philadelphia.
H I Belcher, with Jordan Marsh Co, s, Boston. Wolcott.
C D Laubach, with C K Whitner & Co, hf, Reading, Pa Grand.
Jacob Steinbach, l, Long Branch, N J.
O H Brown, l, Asbury Park, N J.
J A Beyer, l, Saratoga, N Y.
Jas. H. Smith, l, Middletown, N Y.
A J Collins, l, South Norwalk, Conn.
Boston Store, l, Norwalk, Conn.
C H Stanton, l, Westerley, R I.
F J Stanley, with Porteous & Mitchell Co, hf, Norwich, Conn.
W P Briggs, with Sibley, Lindsay & Curr Co, c, Rochester, N Y. Breslin.

WHERE YOUR TIPS GO TO.

COMMERCIAL travelers and others who have discovered that tipping is a necessity, and not a privilege, will be interested in the announcement that only a percentage of their tips lingers in the pockets of the porters to whom they have slipped an occasional nickel, dime or quarter. It seems that the head porter, who engages the rest, invariably derives a portion of the coin thus disbursed. This fact became known through the protest last week of the Hotel Porters' Protective Union against a continuance of the custom. The porters say they are not going to strike, but they are determined to get the unions to exert their influence in curbing the propensity of the head porters to exact part of the tips.

FREE DELIVERY TO ANY OLD PLACE.

FREE delivery to all parts of the world is the latest offer made by the Siegel-Cooper Co., this city. One or two other retail houses have formerly gone so far as to guarantee free delivery to any section of the United States, but the Siegel-Cooper Co is the first to embrace the wide, wide world. The offer refers only to purchases paid for in cash or charged to customers' accounts, and particularly fragile or bulky goods are excluded. Delivery will not be made of purchases under \$5, and the greater the distance to be reached the greater in proportion must be the purchase.



EXTREME dullness still continues in and around the District. The salesmen who have been on the road are coming back; consequently, no further orders are expected from them at this time. Requisitions by mail are also greatly falling off. There is hope of a revival shortly, however, for this condition is unnatural.

A novel cream jug introduced by Bawo & Dotter is fashioned in the form of a cow. The cream rests in the body of this German china animal, the tail is circled so as to form a handle, and an aperture in the mouth permits an outlet for the fluid. The jug is shaped and colored in imitation of three different types of cows.

Employees of Budde & Westermann will enjoy their annual outing on Saturday, June 8. Semler's Park, at Grant City, S. I., has been engaged for the occasion.

Many additions to the J. D. Bergen Glass Co.'s exhibit have been received lately by Christian J. Dierckx, who has been managing the showroom since the opening of the season. The Tyree is one of the most noteworthy of the new cuttings, all of which possess characteristics that are refreshingly different from former creations. The line has been supplemented, too, by a number of absolutely new shapes. Particularly worthy of one's consideration are the punch bowls, which are presented in an astonishingly large variety.

Gas and electric portables are now being introduced by the Clifton Art Pottery Co. They are being produced in all of the Clifton's decorative treatments, including crystal patina, terruba, Indian, and robin's egg blue. Lamp bodies, too, are recent arrivals from the Clifton in every treatment except the terruba.

In addition to the removals already chronicled in these columns, the following changes in business addresses have lately been made: C. H. Carlin, rep-

resenting the Bellaire Bottle Co., from 19 Park Place to 2 Hudson street; Philip J. Hahn & Son, manufacturers of bottles, fruit jars, etc., from 72 Murray street to 125 Hudson street; Arthur W. Hahn, manufacturer of wire twisted brushes, from 210 Washington street to 156 Reade street.

It is a very attractive exhibit that the Consolidated Lamp and Glass Co. is now enabled to make in its new quarters at 66 West Broadway. Favored by superior lighting and display space, the samples from this factory have never before shown to better advantage. About one-third of the room, on the Murray street end of the loft, is partitioned off for the exclusive exposition of decorated lamps. The remainder of the space is occupied by shades, domes, vases, etc. In the last-named class is a salt-shaker shaped and colored in wonderfully close imitation of a lemon. Peppers to match are also shown.

Gillinder & Sons have for many years enjoyed an enviable reputation for the excellence of their decorated bureau sets. Their renown in this particular was never more thoroughly deserved than this year. The 1907 set is without question the most meritorious production of the kind that has ever issued from that factory. Besides possessing new shapes, the pieces composing the set are garbed in unusually pretty floral "decors." The Gillinder exhibit of gas and electric glassware has also been supplemented lately by a number of new things.

A fresh installment of gas and electric shades arrived a few days ago from the Pittsburgh Lamp, Brass and Glass Co. Among the more noteworthy of these specimens is a new shape in gas shades. It is rather flat in form and has a long, gracefully-fashioned neck. This shade is presented in all of the cased colors and with etched designs on crystal, topaz, and royal copper. A chariot scene is one of the most striking of these etchings. Gold etched designs on green and royal copper are applied to both gas and electric shades. The sunburst decoration is one

of the more attractive of the newer creations on electric shades. The design enables the employment of a wealth of bright colors, which show up finely either by natural or artificial light. Another handsome decoration consists of autumn leaves and bunches of cherries scattered about the surface of the shade. The dragon is employed in a new manner on a shade that is colored in topaz and royal copper.

Five lamps have just augmented the display of 1907 specimens at Gill & Co.'s sample-room. The group is notable principally for the excellence and originality of the decorations. An effective treatment shows a maroon scroll on the natural white body of the lamp. The tulip on a heavy brown ground, and a dainty replica of the holly, are also good.

An oddly-shaped fern dish, possessing outlines not unlike the lower half of an egg, has recently been added to the Libbey Glass Co.'s splendid exhibit. The piece is footed, and the cutting that clothes it is unusually elaborate. A footed candlestick, which also exploits a rich cutting, is another attractive item among the newer creations. Three different sizes in relish dishes, each of which has four compartments, are likewise newcomers, as is also a fruit bowl and plate that are adorned by an engraved poppy design. A host of new rock crystal patterns also appears in the line, which is now the most complete and diversified that the Libbey Glass Co. has ever produced.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
May 14, 1907.

ANTWERP	
815 packages glassware	B Gullibel
14 "	A Berger & Co
2 "	G F Bassett & Co
6 "	Koscherak Bros
11 "	Bawo & Dotter
7 "	W P Graham & Co
20 "	E Ror e
21 "	J M Shaw & Co
16 "	L Straus & Sons
218 "	Miscellaneous Orders
100 " earthenware	Geo Borgfeldt & Co
26 "	G F Bassett & Co
37 "	E R Thielor
98 "	O Goetz
8 "	Koscherak Bros
10 "	Strobel & Wilken Co
34 "	Miscellaneous Orders
2 " toys	L H Mace & Co
171 "	Geo Borgfeldt & Co
10 "	Hamburger & Co
50 "	F W Woolworth
16 "	Strobel & Wilken Co
33 "	Miscellaneous Orders
FIUME	
28 packages glassware	F W Woolworth
100 "	L Straus & Sons
20 "	Koscherak Bros
LIMOGES	
133 packages chinaware	W L Briggs

LIVERPOOL

3 packages earthenware	The Rowland & Marsellus Co
29 "	Geo Borgfeldt & Co
13 "	J Davison
5 "	Higgins & Seiter
45 "	Maddock & Miller
15 "	L Straus & Sons
9 "	R Slimmon & Co
40 "	The Julius Levy Co
9 "	Strobel & Wilken Co
28 "	Miscellaneous Orders
3 " chinaware	Ceramic Importing Co
8 "	L D Bloch & Co
30 "	Vogt & Dose
10 "	E Brote
28 "	Miscellaneous Orders
17 " toys	Strobel & Wilken Co

ROTTERDAM

6 packages earthenware	L Straus & Sons
129 "	Geo Borgfeldt & Co
48 "	Karl Hutter
8 "	A Steinhardt & Bro
80 "	Strobel & Wilken Co
41 "	Miscellaneous Orders
81 " toys	B Illfelder
88 "	Hamburger & Co
1 "	A Steinhardt & Co
165 "	Miscellaneous Orders

TRIESTE

316 packages glassware	A L Crawford
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HAMBURG

107 packages glassware	L Straus & Sons
7 "	Bawo & Dotter
207 "	Eimer & Amend
24 "	Geo Borgfeldt & Co
114 "	F Euler & Co
167 "	O O Friedlander
9 "	Fensterer & Ruhe
11 "	O Goetz
30 "	Kmy-Schee er Co
763 "	W R Nce
1 "	A Steinhardt & Co
13 "	Vogt & Dose
29 "	J Wygand & Co
79 "	Brown Bros
14 "	F W Woolworth
40 "	Strobel & Wilken Co
419 "	Miscellaneous Orders
9 " earthenware	L Straus & Sons
30 "	Bawo & Dotter
12 "	B Illfelder & Co
12 "	Chas Ahrenfeldt & Son
138 "	L D Bloch & Co
1 "	M Kirschberger
4 "	Julius Palm e
15 "	N Wapler
48 "	The Julius Levy Co
82 "	Strobel & Wilken Co
253 "	Miscellaneous Orders
315 " toys	Geo Borgfeldt & Co
11 "	Bawo & Dotter
695 "	B Illfelder & Co
1 "	Fensterer & Ruhe
6 "	L H Mace & Co
1 "	F A O Schwartz
3 "	Samst g & Hilder Bro
887 "	F W Woolworth
127 "	Strobel & Wilken Co
205 "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co

HAVER

72 packages chinaware	Paroutaud & Watson
133 "	Haviland & Co
24 "	L Straus & Sons
12 "	Vogt & Dose
21 "	Endemann & Churchill
108 "	Miscellaneous Orders
261 " glassware	E Utard

BERMEN

10 packages glassware.....	L Straus & Sons
1 " "	Geo Borgfeldt & Co
21 " "	Hamburger & Co
228 " "	Miscellaneous Orders
115 " earthenware.....	Geo Borgfeldt & Co
14 " "	Hamburger & Co
1 " "	J Wygand & Co
6 " "	N Wapler
23 " "	The Julius Levy Co
89 " "	Strobel & Wilken Co
55 " "	Miscellaneous Orders
95 " toys	Geo Borgfeldt & Co
57 " "	C B Rouss
15 " "	F A O Schwartz
19 " "	A Steinhardt & Co
14 " "	Samstag & Hilder Bros
5 " "	G W Travers
2 " "	Hamburger & Co
90 " "	Strobel & Wilken Co
99 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

103 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " "	American Express Co
8 " "	Reichner Bros
3 " "	United Laboratorie Co
18 " "	A W Chesterton
6 " "	Geo Borgfeldt & Co
22 " "	Miscellaneous Orders

HAMBURG

114 packages earthenware	Jones, McDuffee & Stratton Co
21 " "	Simon Bache & Co
83 " "	C J Pierce & Co
66 " "	R F Downing & Co
44 " "	W N Proctor & Co
782 " "	First National Bank
59 " "	American Express Co
18 " "	Martin Copeland & Co
47 " "	L Wolf & Co
36 " "	Geo Borgfeldt & Co
10 " "	L E Knett Apparatus Co
4 " "	Jordan Marsh Co
2 " "	Thos Cook & Co
1 " "	B Illfelder & Co
2 " "	P L Carbone
2 " "	Ferguson Mfg Co
8 " "	Miscellaneous Orders

FINAL MEETING OF CREDITORS.

WM. H. COMSTOCK, referee in bankruptcy of Thos. G. Madoc, the Utica, N. Y., crockery merchant, announces that the final meeting of creditors will be held at his office, No. 81 Genesee street, Utica, on May 27. The final report in this case was filed by the trustee, Frederick H. Hazard, on May 8.

MERCHANTS, BEWARE OF BAD CHECKS.

SEVERAL retail merchants in the Middle West have recently been victimized by a swindler who styles himself "A. C. Bates, representing the E. B. Taylor Co., Richmond, Va." A number of checks drawn on the Taylor Co. and presented by "Bates" have been found worthless by the firms swindled. The Taylor Co. has notified the Pinkerton Detective Agency and

the American Bankers' Association of the check swindler's operations.

A couple of merchants in Oneida county, Wis., have also been "stung" lately by a similar check operator signing himself as "Hans Herman" and "Lew Morgan."

OBITUARY.

ALFRED NOHR, formerly a salesman for Budde & Westermann, this city, died recently at his home in the Bronx. The end came very suddenly just as Mr. Nohr was about to leave his home after breakfast. He was aged thirty-eight, and leaves a widow and three children. Since resigning from Budde & Westermann's employ, a year ago, Mr. Nohr had been identified with another class of business.

Geo. Perry Schively, for many years connected with the decorative glassware branch of Whitall, Tatam & Co.'s business, died on Thursday, the 9th, at his home in East New York. He was fifty-six years old and leaves a widow, one son and four daughters.

Elias O. Doremus, father of Fred W. Doremus, of Geo. F. Bassett & Co., died on Monday morning, May 13th, from Bright's disease, at his home in East Orange, N. J. He was seventy-six years old and had for many years been president of the American Fire Insurance Co., Newark, besides being identified with a number of other financial institutions. He was a member of the Newark Board of Trade, and a prominent figure in a number of societies. For seventeen years he was a member of the Board of Freeholders. He had served also two terms in the Legislature. Mr. Doremus was a fine specimen of the old school gentleman, and leaves many mourning friends. The sympathy of the trade will go out to his son.

Chas. H. Mather, a former crockery merchant in North Adams, Mass., died recently at his home in Williamstown, Mass. He was aged seventy, and leaves a widow.

CHINA MERCHANT GETS DAMAGES.

CHRISTIAN BLICKLEY, china merchant in Grand Rapids, Mich., has been awarded \$24,940.32 damages for destruction of his stock by the collapse of the Luce block on July 18, 1904. Blickley's store was located next to the Luce block, which stood at the southwest corner of Ottawa and Monroe streets, Grand Rapids. After the loss of his stock Blickley put in a claim for \$45,000 in the Probate court, but it was disallowed. He appealed to the Circuit court and a jury awarded him damages in the sum of \$24,940.32. The case was then appealed to the Supreme court by the executors of the estate, but the lower court's decision was affirmed.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 16 1907

A MONUMENT TO A BUYER.

PERHAPS the most striking example of a buyer's popularity with members of the traveling fraternity that has ever reached our attention is the following news item from Macon, Ga.:

"A large number of road salesmen have subscribed to a fund for the erection of a shaft, costing \$500, over the grave of Freeman Polhill, for many years buyer for Burden, Smith & Co., this city. The movement originated with and was carried to a successful conclusion by the salesmen exclusively."

This splendid tribute to the memory of Mr. Polhill illustrates the fact that the spirit of unfriendliness presumed to prevail between buyers and traveling salesmen has some notable exceptions, and at the same time presents an object lesson to that class of buyers which occupies so unfavorable a position in the esteem of traveling men.

How much more pleasant and agreeable for all concerned if the spirit that prompted the erection of the Polhill shaft were to be universal among the buyers and salesmen in every trade! And what is to prevent it? Absolutely nothing. It isn't necessary for a buyer to make purchases from a salesman in order to win his respect and admiration. Some of the finest eulogies to the memory of the late Wm. J. Burdett, former buyer for R. H. Macy & Co., this city, have been voiced by salesmen who never sold him a dollar's worth of goods. Mr. Burdett made it a point to treat salesmen with proper consideration, and the salesman who failed to land him for an order realized

that it was Mr. Burdett's judgment, and not partiality, that was responsible for the failure to book business with him.

The allusion to partiality suggests the opinion that this trait in a buyer is the invariable cause of the unfriendliness that develops between him and the salesmen not thus favored. A buyer's partiality or favoritism may be forgiven so far as it affects lines that have proven good money-makers for him. But he is doing an injustice to not only himself but everyone else concerned when he permits this feeling of prejudice to so influence him that he will refuse to see any other salesmen, and, necessarily, any other line of goods. No buyer is so thoroughly posted in his business that he is able to determine what is worth handling and what is not without making a personal investigation. It is quite natural that he should feel more kindly disposed towards his favorites among salesmen and that he lose no chance to throw business their way. But he is disloyal to his trust when he distributes this patronage without regard to any better or more profitable arrangements that he might make with salesmen and firms not included among his "close friends."

PERSONAL.

THIS year marks the fortieth anniversary of Warren S. Creveling's career as a salesman of crockery. The record is particularly remarkable in view of the fact that he is still on the road and as energetic as ever. It may be safely assumed, too, that he is fully as successful as in his earlier days, for otherwise the Taylor, Smith & Taylor Co. would scarcely have re-engaged him at the beginning of this season. While his tenure of service would perhaps justify the classification of Mr. Creveling as a "veteran," his appearance belies the term. He is as chipper and enthusiastic as the youngest of his competitors, and not even the once-famous Berry Wall was much ahead of him in the way of personal attire.



Looking younger and more vigorous than ever, J. D. Bergen, the cut glass manufacturer, was in town a few days ago renewing old acquaintances. He stopped off here while en route for his home in Meriden, Conn., after spending a month in the West for the benefit of his health.



Probably no visitor to the New York market receives more attention—because of his personality, not his purchases—than Louis Reizenstein. He always has a good story and a cheerful word for everybody, and is a little bit of a practical joker. On his visit to New York last Saturday, prior to his departure for Europe, he broached a new scheme which bids fair to rival the celebrated Order of Buffaloes. He will

initiate anyone for ten cents. His friends abroad will probably be asked to join the new society.



K. C. Norris, with Dey Bros., Syracuse, N. Y., was a visitor to New York last week. Besides being a china buyer, Mr. Norris runs a big fruit farm just out of Syracuse; but this in nowise interferes with his regular vocation.



J. N. Wilson, who is about to open a china and glassware jobbing business in Chicago, was in town last week making purchases.



W. Tracy Bergen and Jas. V. Bergen have resumed their road tours with the J. D. Bergen Glass Co.'s line. The first-named perambulates through the West and brother "Val" busies himself along the Southern circuit.



Patrick Hanley opened at the Bartholdi Hotel, this city, on Monday with samples from John E. Rohrbeck, plateaux manufacturer, and the Littlefield Silver Co.



W. P. Graham, of Graham & Hollis, sailed last Saturday on the Vaderland for a two months' visit to the European factories represented by his concern. Mr. Graham returned but a few days previously from a Western trip that lasted a few weeks. It was his original determination to go as far as the Pacific Coast on that tour, but he found business so brisk in the Middle West that the necessity of a longer jaunt was obviated.



Jules Dierckx has gone to Europe for the purpose of visiting a couple of china manufacturers of whose selling representation in this country he is in charge. It is likely that he will remain abroad about two months.



H. Andress, manager of the doll department of Bawo & Dotter, sails on the Princess Alice, May 23, to make his purchases for the next import season.



Justin Tharaud, with Endemann & Churchill, left on Monday for the South with an itinerary in prospect that will keep him away for about four weeks



"Eddie" Ledger is scouring the New England States in the interests of Dorflinger & Sons.



Henry Cronmeyer came home Friday from the Pacific Coast, where he has been showing Bawo & Dotter's lines, having been gone nearly fifteen weeks. He had a little experience of the annoyance which the strikers of San Francisco can make for a traveling man. For more than six weeks none of the launder-

ers were working, and he had to resort to various methods to get his linen washed. Fortunately, he left before the street railway strike. Mr. Cronmeyer sails for Europe on the Princess Alice, May 23, for a two months' vacation.



E. J. Ridgway will sail for Europe on the Empress of Ireland from Montreal May 17. He is fortunate in having Mr. Wedgwood for a companion.



Geo. W. Brownley, with Hamburger & Co., came in from alongt our this week, and will probably make a short excursion into the New England valley next week.



N. A. Dutton, who represents Edward Miller & Co. in Philadelphia, is enthusiastic over his line this year, and has met with wonderful success with the new goods.



Samuel Burns, who has been in the crockery business in Omaha for forty-five years, and one of the oldest merchants in this line in the United States, will leave for the Potteries June 5, sailing on the Oceanic.



Wm. Brenn has been placed in charge of the housefurnishing department of Jonas Long's Sons, Scranton, Pa. He was formerly assistant manager of Frederick Loeser & Co's housefurnishing department, Brooklyn.



L. W. Kimble has resigned as manager of the Wayne Cut Glass Co., Honesdale, Pa., after serving in that capacity for several years.



Frank McNichol, formerly assistant buyer of housefurnishings for the Edw. Malley Co., New Haven, Conn., has taken the management of Wise, Smith & Co.'s china and housefurnishing department, Hartford, Conn.



Julius T. Klockseim has gone to San Francisco to accept the management of one of Hale Bros.' stores. Mr. Klockseim has for ten years past been identified with the crockery business in La Porte and South Bend, Ind.



Edw. Butler, the English importer, is booked to sail from Liverpool on the Lucania, leaving May 13th, and due to arrive in New York on the 25th.



Thos. S. Barber is to buy crockery, toys and housefurnishing goods for "The Leader," a new department store concern in Utica, N. Y. This department is to be located in the basement of the five-story building at 125 Genesee street, Utica, which has been bought by the firm. The officers who will di-

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rect the destinies of "The Leader" follow: Clarence B. Howe, president and general manager; Fred J. Peckham, vice-president; Jas. H. Rea, treasurer; Owen J. Jones, secretary; W. L. Fitzpatrick, assistant secretary.



Leon Sultan came home Saturday night from an extended trip in the interest of L. Straus & Sons. He found good business wherever he went.



Miss Jennie Levien, buyer of china for Stern Bros., this city, sails for Europe May 22.



Chas. F. Koempel, for many years with Bawo & Dotter, and later the manager of the Geo. H. Bowman Co.'s New York showrooms, has removed with his family from this city to Minneapolis, Minn. The change was made largely because of the ill-health of Mrs. Koempel, with whom the Eastern climate did not agree. Mr. Koempel is now selling goods through the Middle West for a New York importing house.



E. W. Schultz, with Chas. Ahrenfeldt & Son, returned last Friday from a nine weeks' tour through the South. He remained at home only a few days, being occupied now in a campaign through Canada that will engage his time and attention for a couple of weeks.



Chas. M. MacMillin, manager of the Flaccus Glass Co.'s Boston office, was the principal masculine figure in a marriage ceremony celebrated recently in Brookline, Mass. The present Mrs. MacMillin was formerly Miss Adelaide F. Otis.



A. Herr, who has been showing the Bawo & Dotter lines in Pittsburgh for the past month, has opened up in Baltimore.



B. F. Pritchard was taking orders in Pittsburgh last week for the goods of the Quaker City Cut Glass Co.



Henry Knatz, formerly with the Milwaukee branch of Gimbel Bros., but now with the Philadelphia house, spent two or three days in New York this week. He only recently returned from a buying trip to Europe. Mr. Knatz has many friends in New York who are glad that he is near by and can visit the market frequently.



Five more names were added to the membership list of the Pottery, Glass and Brass Salesmen's Association at a recent meeting of the directors. This acquisition increases the total elected since January 1 to sixty-seven. The new members are: Joseph M. Cosgrove, with Maddock & Miller; Peter M. Fowler,

with Fowler, Dick & Walker, Binghamton, N. Y.; Robt. R. Duffin, with Morimura Bros.; Gustave Greenspan, with Phillip's Bazaar; Seth A. Royce, with Wheeling Potteries Co., Wheeling, W. Va.



Geo. W. Fry, general manager of the Economy Tumbler Co., was in town a few days ago.



Chas. Hartford, who patrols New England in behalf of the Owen China Co., was a New York caller on Monday.



Gus Frohme, of the Jefferson Glass Co., Follansbee, W. Va., spent a couple of days in New York this week. He came on a special errand, and was in a great hurry.



C. W. McClure, of Atlanta, Ga., arrived in town this week, and is at the Cumberland.



Roma Lomelin, the representative of the United States Glass Co. in Mexico City, accompanied by his wife, have been making a combined business and pleasure trip to New York this week.

SERIOUS CHARGES AGAINST POTTERY CO.

SUIT was begun last Monday by Wm. A. Calhoun against the West End Pottery Co., of East Liverpool, and George W. and Charles C. Ashbaugh, William H. Burgess and Willis E. Cuning, asking that the individuals named be required to pay back to the company \$23,224, which they are alleged to have wrongfully taken, ostensibly as salary and in excess of their dues as such. The court is asked to require an accounting and direct the dividends.

The plaintiff sets forth that the individual defendants are the officers of the company which was organized October 26, 1892, with an authorized capital of \$42,000, divided into 84 shares of \$500 each, of which Mr. Calhoun says he has been the owner of a number since 1898. It is alleged that since 1899 the defendants have combined and elected themselves directors each year.

The original by-laws of the company, it is averred, provided that the officials should receive not to exceed \$3 a day each as salary, but by resolution at a meeting on March 20, 1902, it is alleged, they raised the salary of each to \$40 per week, and subsequently at a meeting January 17 this year to \$50 a week. It is charged that in this way they have by fraud and collusion taken from the earnings of the company the amount sued for.

A second cause of action charges that at a meeting on January 31, 1900, these directors passed a motion prohibiting inspection by Mr. Calhoun "of private papers, contracts or correspondence until

further notice." Later, on May 25, 1905, Mr. Calhoun says, he was notified that "in accordance with a resolution passed at the stockholders' annual meeting, no statement in writing will be issued to any stockholder of this company," the defendants having been then and being now the owners of all the stock except that held by the plaintiff. By resolution they are alleged also to have refused him an annual financial showing, as required by section 3268 of the Ohio statutes. They have refused to declare a dividend, and plaintiff charges that by combination and diverting of the profits they have abused their trusts.

"We have nothing to say whatever, other than that the matter will be fought out in the courts," said George W. Ashbaugh, on being interviewed. "A meeting of the company will be called soon, when future plans will be developed."

WILL MEET AT ATLANTIC CITY

THE American Association of Flint and Lime Glass Manufacturers have decided to hold their annual meeting at Atlantic City, N. J., on Monday, July 22.

BUSINESS BRIEFS.

R. B. Andrews has bought the assets and stock of Rose & Nugent, Leominster, Mass.

B. A. Thomas has disposed of his crockery business in Dover, Me., to O. L. Higgins,

A complete line of crockery has just been installed in the Smith Gordy Furniture Co.'s store, Columbus, Ga.

A charter has been secured by Rosenberg & Bush, Santa Rosa, Cal., dealers in china and glassware. Capital, \$50,000.

Three new department stores have recently opened in Los Angeles, Cal. They are Bullock & Co., La Sage Bros. and Praslaure Bros.

A charter has been taken out by the West St. Louis Glass Co., Valley Park, Mo. Capital, \$50,000. Incorporators: D. J. Murnane, M. C. Murnane and Jas. P. Walsh.

The C. F. Monroe Co., Meriden, Conn., manufacturers of ornamental glassware, cut glass and sterling silver goods, has enlarged its capitalization from \$40,000 to \$100,000.

The Sterling Glass Co., Cincinnati, O., which has just increased its capitalization of stock from \$30,000 to \$75,000, has bought a strip of ground adjoining its plant for the purpose of building an addition.

A petition in bankruptcy has been filed against John W. Johnson, wholesale silver-plated ware dealer, 22 John street, this city. Geo F. Bentley has been appointed receiver. Liabilities, \$53,000; assets, \$50,000.

According to reports from New Westminster, British Columbia, the Crystal Glass Co.'s new plant at that place will be placed in operation within the next two or three weeks. A line of lamp chimneys, fruit jars and bottles will be made.

The Western warehouse and distributing depot of the Bersback-Maloney Crockery Co., of Chicago, is to be established in Omaha as soon as suitable quarters can be obtained, under the management of J. J. Smith. The latter will have charge of the business of the company in Nebraska and the Dakotas.

Articles of incorporation have been filed at Dover, Del., for the Anderson Bottle Cap Co., with a capital stock of \$1,000,000. The company is authorized to engage in the manufacture and sale of bottles, jars, receptacles, stoppers and cap seals. The incorporators are: James C. Anderson, Monte Griffith, Washington, D. C.; Walter E. Hutton, Brooklyn, N. Y.; Wm L. Harris, Harrisburg, Pa.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Apr 24, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 24, '07	Correspond- ing period 1906
Boston	405	614	1974	2282
New York	570	374	2299	1761
Baltimore	1411	927	6247	4861
Philadelphia	20	22	811	526
New Orleans	765	323	2782	1259
Newport News	42	81	336	391
San Francisco	13	92	146	340
Portland (Me.)	601	89	3006	341
Galveston	162	95	492	320
Portland (Or.)	..	73	20	487
Inland Points	22	1151	139	4459
Total ..	4290	3891	18252	16527

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g Apr. 27, '07	Correspond- ing period 1906	Exports Jan. 1 to Apr. 27, '07	Correspond- ing period 1906
New York	721	72	2749	1892
Boston	141	3	1635	2397
Philadelphia	78	3	841	501
Baltimore	199	204	609	4550
San Francisco	..	..	146	310
New Orleans	356	..	2610	1499
Portland (Me.)	61	..	1688	293
Galveston	14	..	155	301
Newport News	..	..	381	276
Portland (Or.)	..	8	20	538
Inland Points	..	115	60	5082
Total	1570	405	16744	17588



AMONG THE POTTERIES

There is a general feeling among East Liverpool and Vicinity. Western district that they should meet more frequently. While the annual meeting of the United States Potters' Association is always productive of good results, it is contended that frequent meetings among those "at home" would result in a world of good to all concerned. True, the manufacturers are called together once in a while, but sometimes gatherings are not held for months. Little things that arise between sessions are soon forgotten unless meetings are held frequently. It is quite reasonable to believe that definite consideration will be given this subject ere long.

From the offices of the National Brotherhood of Operative Potters comes the announcement that very few of the resolutions to be submitted for consideration at the annual convention relate to the wage scale. The time for filing resolutions expired May 8.

James Shaw has succeeded D. F. Small in the invoice department of the Knowles, Taylor & Knowles offices, associated with Col. W. T. Watson.

Fred Kline has returned from the East in the interest of the Sevres China Co. "They are buying good," is the way Fred expresses the condition of business.

Every pottery in the Western district is comfortably situated, so far as orders are concerned. During the past fortnight the manufacturers have caught up with shipments and business is now moving along in a happy vein.

The May meeting of the standing committees of the manufacturers and operatives this month was of brief duration. Several adjustments were agreed upon at a brief session. Another gathering is scheduled for June 3.

Buyers in some of the large department stores throughout the country tell salesmen when prices are quoted on certain articles that "Soandso offers the same thing just a little less." The salesman takes

the proposition up with the home office, and is advised to "stick to the lists." The result is that the salesman does not get the business, and the other does. And still the announcement is made at all home offices that "lists are strictly maintained."

Among the buyers in the district during the week were: J. D. Hays, Trenton, Tenn.; Fred Laud, Little Rock, Ark.; C. W. McClure, Atlanta, Ga.; F. H. Blankenmeister, St. Louis, Mo.

A new storeroom has been erected in the clay department of the Smith-Phillips plant. It is to be used by the casting department.

Within a month the Colonial Trust Co., of Pittsburgh, expects to be able to announce what disposition will be made of the Ford City pottery, which it recently bought for \$51,000. It is expected that the property will again be sold after the Trust company obtains possession.

Manufacturers are paying big prices for straw for packages. A year ago purchases were made at six dollars a ton, but as high as fourteen dollars has been paid during the past few months.

In view of the advancing prices of packages, consideration is being given the proposition by manufacturers of erecting a co-operative coöperage. At a meeting held this week by representatives of a number of firms a committee was appointed to investigate the feasibility of the project.

The demand for cake plates and saucers from ice cream dealers was never as brisk as this season. The best goods are being demanded, with early shipments.

C. E. Wilbur has assumed the management of the Thompson House at East Liverpool, acting for M. J. McGraw, lessor, who has taken the management of a house at Elyria, O.

Jobbers report a shortage of jugs. Orders for this class of crockery are said to exceed the supply at many potteries.

When the renewal of the existing agreement between the United States Potters' Association and the National Brotherhood of Operative Potters comes up for consideration a few months hence, it is extremely likely that a spirited discussion will be provoked by the determination of the apprentice question. Trenton manufacturers, like their fellows in the West, have suffered seriously for some time as a result of a scarcity of help. This shortage, they declare, is attributable entirely to the non-development of sufficient apprentices in proportion with the natural increase in the productive capacity of American potteries. The Brotherhood, in order to protect its members, restricts the number of apprentices that may be employed in the various branches of the industry. This restriction is highly advantageous to the operatives, but it is a serious detriment to the interests of the manufacturers. The growth of the pottery industry, as evidenced by the statistics that annually appear in these columns, requires a corresponding increase in the number of potters to do the work. But the limitations placed upon manufacturers in their employment of apprentices has rendered the unemployed general ware potter a very rare article. In this city the scarcity of kilnmen is especially evident.

* *

When the Cook Pottery Co.'s corps of road salesmen open their fall tours early in July they will introduce a brand new dinner service. It has been styled the Vernon, and is unquestionably the most shapely dinner set that has ever issued from this concern. There is a Frenchy daintiness about its contour that is calculated to pleasantly surprise even the most enthusiastic admirers of the company's product. The Vernon will be rendered additionally attractive by the decorations selected for its embellishment. These include "decals," gold and white, underglaze and Crown Derby treatments, every one of which is being reserved for initial presentation in the fall

* *

Following the argument in the Hart Brewer pottery bankruptcy case in the United States circuit court on Monday, a hearing took place before Referee in Bankruptcy Samuel D. Oliphant on a petition filed by Joanna F. Phillips, mother of Henry D. Phillips, to make an order to pay her \$15,828.19 out of the proceeds of the bankrupt company now in the hands of the trustee in bankruptcy, W. Meredith Dickinson. The order was not allowed, on the ground that if money was paid out there must be a general dividend, and no person can be singled out

✱

The West Virginia Pottery Co., recently chartered, will begin the manufacture of stoneware on an extensive scale. The capital stock of the company is \$12,000, all of which has been subscribed. The incorporators are J. G. Lawson, C. H. Warner,

G. B. Late, S. S. Faris, N. M. Jones, of Bridgeport; S. C. Denham and V. L. Highland, of Clarksburg, W. Va.

✱

A very comfortable business is that with which the Wheeling Potteries Co. is being favored. The several plants under the control of this company are running full. The summer suspension will be very brief this season—just long enough to make needed repairs.

* *

Active work is progressing on the reconstruction of the burned portion of the Warwick China Co. By transforming other departments of its plant the firm has been enabled to keep up with shipments, and is caring for all orders. Some new things are in view for the late season trade, announcement of which will be made later.

✱

For some time the Ouachita Pottery Co. has been operating a test plant here. Now the concern is erecting a permanent pottery for the manufacture of high-class art ware. Later the Ouachita people will build another factory near this city for the production of tile, etc.

✱

The Van Briggles Pottery Co., which was organized here several years ago by the late Artus Van Briggles, formerly of Cincinnati, has purchased a site and will build a permanent home. Mrs. Bellamy Storer is an important stockholder. The company includes prominent Colorado Springs capitalists, led by Mrs. Van Briggles, representing her husband's interests

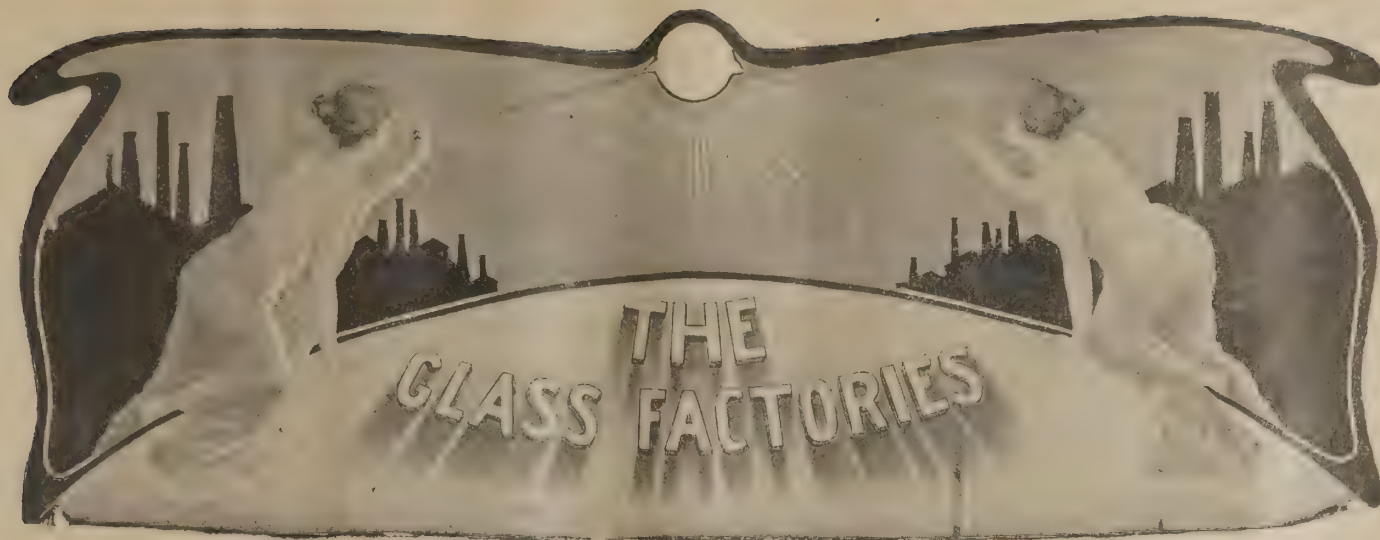
ARRESTED FOR BREAKING A PLATE.

If all husbands were built of the same stuff as John Beasley, constable, b'gosh, in Alton, Ill., we shudder to think of what might happen to the pottery industry.

Mrs. Beasley accidentally allowed a plate to fall and break in her home one day recently. Hubby severely reprimanded her for her carelessness, and declared that if she broke another dish he would arrest her.

"No, you won't," retorted Mrs. Beasley, promptly dropping the second plate to the floor.

Then Beasley placed his spouse under arrest, and dragged her for six blocks to the station-house. She put up a noisy protest on the way, and a large crowd followed them. Mrs. Beasley was immediately released by Chief of Police Maxwell, and her husband was taken into the chief's private office and severely reprimanded.



Pittsburgh and Vicinity. Just at this season manufacturers are receiving numerous inquiries relative to fruit jars and jellies.

The demand for this class of goods this year promises to exceed last season. Stemware is selling well, both through the jobbing houses and the department store buyers. The demand for tableware lines is fair, selling department managers reporting as easonable business in these goods. Souvenir goods are going fast, some factories being rushed with this class of business.

Jobbers are reporting an early fall business, numerous orders for future deliveries being booked. Immediate business is better than for several weeks. Collections are reported in some quarters to be a little slow.

There was considerable heavy buying of the better grades of glass by department store buyers during the past fortnight. Immediate delivery has been requested on these orders.

Manufacturers are having a heavy demand for soda goods this year, especially from the wholesale druggists who are jobbing glass.

The better grades of gas and electric globes and shades have been selling well during the past week. The sale of oil goods was rather slow.

Pete Brady, of Steubenville, O., now associated with the Rochester Tumbler Co, is rounding out twenty-three years of continuous service on the road. "All I want is seven more years of it, and then I'll quit," said Mr. Brady, in speaking of his road career.

Among the buyers in the district placing orders for glass during the past week were: Mr. Van Demnan, with Butler Bros., New York; B. Obkey, West Newton, Pa.; William Dodds, Salineville, O.; Mrs M. Waggoner, Rochester, Pa.; George Eckert, Jeannette, Pa.;

R. Hanau, Washington, Pa.; J. H. Nichols, Waynesburg, Pa.

Immediate orders are heavy with the Consolidated Lamp and Glass Co. The novelties just placed before the trade by this concern are having a heavy run, especially the "Lemon" proposition, just out.



Bowling Green, O. Plans are maturing for the formation of a company to operate the plant of the Ohio Cut Glass Co., which will soon be vacated. The movement is headed by Thomas Singleton, who has been associated with the Ohio Co. in the capacity of superintendent for some years. It is planned to manufacture only the highest grades, and it is said that already much business is in sight.



Columbus, O. The Federal Glass Co. are enjoying a busy season. The demand for their tableware lines and staples is strong, and the plant is being worked night and day in order to keep the trade supplied. The new catalogue just issued by the firm is the largest yet prepared. It was gotten out for them by the Robert Rawsthorne Engraving Co., of Pittsburgh.



Fostoria, O. The Fostoria Glass Specialty Co., which already operates two factories here, proposes to erect another sixteen-pot plant. This will give employment to from 300 to 400 men and increase the company's monthly payroll to about \$45,000.



Fairmont, W. Va. The trouble between the men and the Cumberland Glass Co. came to an end a few days ago by the closing down of the plant. The furnaces will be repaired and the factory reopened whenever the com-

pany gets ready for operation. Being so near the date for the usual summer shut down, it is likely the factory will not start up again before next fall. The plant has been running "open shop," and the men joined the union; hence the trouble and the premature shut down.



Because of the increase in their business the Rochester Cut Glass Co. have been compelled to make additions to their force of workmen. A number of new designs are contemplated later in the season, consideration now being given to immediate business on old designs.



S. G. Robinson, Jr., son of Manager Robinson, of the Crystal Glass Works, and Miss Bertha Steele, were recently married at St. Clairsville, O. Mrs. Robinson is a native of Wheeling, W. Va.

The roof of the Crystal plant was damaged by fire recently, and but for the prompt action of the volunteer firemen at the works serious damage would have resulted.



Since the Jefferson Glass Co. removed its factory from Steubenville to this city the company has been rushed with business. The new lines being put forth are meeting with success, and the first quarter's business shows large gains over the same period in 1906.



Patrick Gill, the glass manufacturer of this city, who died a few weeks ago, in making disposition of an estate consisting of personal property exceeding \$100,000 in value, and real estate valued at \$50,000, devised one third of his property to his wife, Annie Gill, absolutely, and the balance to his five children. Felix Reed and James F. Gill, a brother, were appointed executors.

THE "DEPOSIT PURCHASE" SYSTEM.

SOME years ago R. H. Macy & Co. opened a "deposit purchase" department, one of the most novel ideas ever adopted by a department store for the increasement of charge accounts without loss. The O'Neill-Adams Co. announces that it has decided to conduct a similar department. According to this system, customers may deposit any amount they desire, and the deposit earns interest and may be drawn upon for the payment of purchases in any part of the store. The object, of course, is to encourage the purchase of merchandise, and not to inspire the making

of unusual deposits. Therefore, the interest will be credited by the O'Neill-Adams Co. on deposits at the rate of six per cent. per annum for each month in which purchases are charged, and only four per cent. for months in which no purchases are charged.

IN THE HOUSEFURNISHING WORLD.

The Smith Woodworking Co., Chicago, Ill., has been incorporated.

* *

The St. Louis, Mo., Woodworking Mfg. Co. has been chartered with \$10,000 capital stock.

* *

A. G. Pollard Co., department stores, Lowell, Mass., had been incorporated with a capital of \$150,000.

* *

Cedar Falls, Ia., business men have formed a company, capitalized at \$10,000, to start a broom factory.

* *

Fire recently at 1500 Lexington avenue, this city, slightly damaged the stocks of housefurnishings of M. Schreiber.

* *

With \$15,000 capital the Coy Mfg. Co. has been incorporated under Illinois laws to make wooden and metal novelties.

* *

Capitalized at \$500,000, the Co-Operative Department Store Co., Indianapolis, Ind., filed incorporation papers recently.

* *

A company has been formed for the purpose of manufacturing a line of cooking utensils invented by Albert Phillips, of Avoca, Pa.

* *

The Escanaba Mfg. Co. has purchased all interests in the Crystal Falls Woodenware Co. for \$30,000 and will remove the latter's plant to Escanaba, Mich.

* *

Three bridges and four tunnels are to connect the present store of the Jones Dry Goods Co., Kansas City, Mo., with the large annex that is soon to be built. The site of the proposed annex is on the opposite side of an alley from the present building.

* *

Supreme Court Justice Kelly in Brooklyn, has granted an order giving to William E. Phillips, receiver for the dry goods firm of Journeay & Burnham, of Flatbush avenue, permission to sell to the highest bidders the merchandise, fixtures and delivery system within three weeks.

* *

Employees of Clarke Bros., who operate stores in Scranton, Carbondale, Dunmore, South Scranton, Olyphant and North Scranton, Pa., were guests of the concern at a recent vaudeville entertainment in the

auditorium attached to the Scranton store. Five hundred were present. * *

A. Leipzig, this city, has been incorporated to manufacture willow ware. Capital, \$75,000. * *

The Manufacturers' Brass Co., Plainfield, N. J., to deal in metal goods, has been incorporated. Capital, \$50,000. * *

All the junior employees of M. Goldenberg, Washington, D. C., including cash boys and girls, bundle wrappers, stock clerks, etc., were treated to a circus party by their employer one day recently. They were first served with lunch and then taken to the circus grounds in sightseeing automobiles. * *

Stephen McPartland, owner of the department store on Eighth avenue, this city, was banquetted recently at Shanley's to commemorate the forty-fifth anniversary of his business career. Covers were laid for three hundred. The firm, which is still known by the name of McPartland & O'Flaherty, is about to erect a large store at Forty third street and Eighth avenue.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman familiar with the New England and New York State territory, with a knowledge of crockery, to travel on commission for an old-established pottery. Good trade of years' standing and a snap for a good, live man. Address A B C, this office.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

WANTED—Manager for crockery and housefurnishing goods departments. A man under forty-five, who has had actual experience in these lines and who can show a successful record as a manager. Salary \$150 a month, and with good future according to showing made. Give complete business record; else no attention will be given applications. Correspondence confidential. Address O. A. HALE & Co., San Jose, Cal.

WANTED—An experienced traveling salesman, preferably one who is familiar with Indiana and Ohio territory. Address, with reference and past experience, GEO. H. WHELOCK & Co., South Bend, Ind.

WANTED—Salesmen who call on the crockery, also on the hotel trade, to handle our Crown patented salt shaker as a side line on a strictly commission basis. Apply in person or by mail to the H. & H. Mfg. Co., 554-562 W. 25th St., New York.

WANTED—By an importing house, a wide-awake, up-to-date salesman who understands English, French and German pottery and glass, to travel with well-established lines. Correspondence treated confidentially. Address Box 468, this office.

WANTED—Experienced man to take full charge of the manufacture of electrical porcelain. Good opportunity for right man. All applications confidential. Apply by letter. Address ELECTRICAL PORCELAIN, Windsor Hotel, Trenton, N. J.

HELP WANTED.

WANTED—Salesman to handle line of gas and electric glassware on commission. Address J. A. C., this office.

SITUATIONS WANTED.

A PRACTICAL crockery and glassware man with thorough knowledge of department store buying, advertising and managing, wishes to connect with firm wanting a good man. Salary consistent with ability. Good references. Address FIRST FLAT, 1031 East 57th Street, Chicago.

BUSINESS OPPORTUNITIES.

WANTED—Fancy pottery or metal goods line to represent in New York. Party desiring same has an established New York office and best selling connections. To good line can give proper representation. Commission only. Address Box 465, this office.

A LARGE producer of German feldspar, with uniform output, seeks consumers. Address A. 4817, HASSENSTEIN & VOGLER, A. G., Frankfurt-on-Main, Germany.

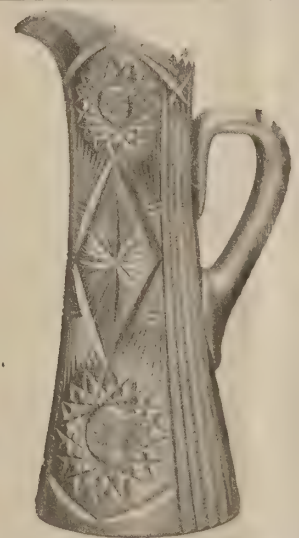
FOR SALE.

FOR SALE—Five-kiln pottery adapted for the manufacture of sanitary ware, fire clay, bath tubs, sinks, etc., and all kinds of vitreous ware and porcelain. If sold, special arrangements may be made for bodies, glazes, etc., in use by owner, who has been sixty-three years in the business and who is now retiring by reason of his age. This pottery is in full operation and will be operated until sold. Has never employed traveling salesmen and has continuously on hand orders sufficient to warrant the use of three to five more kilns. Here is an opportunity to get a plant that was rebuilt two years ago and is running to its full capacity. Sold only on account of the ill health of proprietor, a man seventy-six years of age, for whom I am private counsellor. Arrangements may be made also for present owner or his family to retain interest in pottery, if purchaser has not sufficient funds to pay purchase price. Communicate with J. LEFFERTS CONARD, Counsellor-at-Law, Trenton, N. J.

Best Quality.

Fry Cut
Glass
represents
Value.

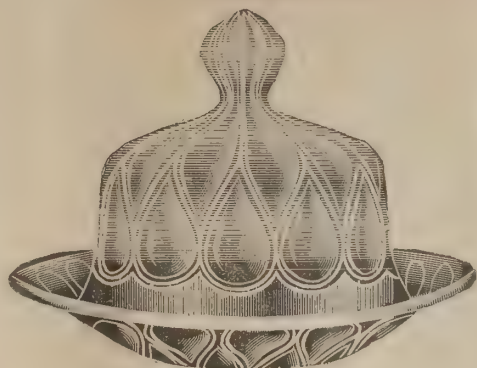
BUY IT AND BE
CONVINCED.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



The illustrations show the set in our 15102 Windsor Pattern, which is the highest type of high grade glassware. It has that appearance of beautiful plain simplicity so much admired by the cultivated trade. "There's nothing nicer made."

UNITED STATES GLASS CO.,

PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated. Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

WE HAVE MADE

No Advance in Prices.

1906 LIST GOES.



Mound Valley Glass Co.

Mound Valley, Kansas,

MANUFACTURERS OF

LEAD GLASS BLOWN TUMBLERS
and STEMWARE.

Quality Guaranteed Fully up to the Standard.

WRITE FOR PARTICULARS.



REPORTS said we were burned to to the water's edge; eighteen employees lost their lives; loss, \$100,000. All of which is true, except there was only one small building burned, we lost no employees, and our financial loss was not half of the amount mentioned.

We are shipping goods, and our salesmen are on their routes.

Please send in your orders.

Warwick China Co.,

WHEELING, W. VA.





United States Glass Co.,

PITTSBURGH, PA.,

Manufacturers of more than 20,000 different articles in Glassware,
and to which we have just added

TEDDY BEAR PLATE.

Measures $7\frac{3}{4}$ inches x $10\frac{3}{8}$ inches.

ILLUSTRATION HALF ACTUAL SIZE.

We have made ample preparations to meet an enormous demand for this article, as it is sure to prove the most popular consequently the fastest selling, glass novelty ever placed on the market.

ORDER NOW

and have the advantage of being the first to have it on sale.

PRICE 80c. PER DOZEN.

5 Barrel lots 70c. per doz. Sand Blast 90c. per doz.—5 Barrel lots 80c. per doz. Packs 8 dozen to barrel, gross weight 170 lbs.

BRANCH SHOWROOMS:

New York, 29 Murray St.

Boston, 127 Federal St., Arco Building.

Chicago, 409 Atlas Block, 35 Randolph St.

St. Louis, 617 Granite Bldg., 4th and Market Sts.

San Francisco, 271 Stevenson St.

Philadelphia, 9th and Market Sts.

Baltimore, 110 Hopkins Place.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray & Co.,

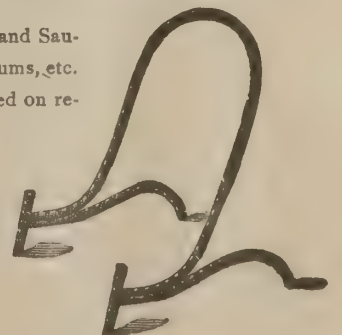
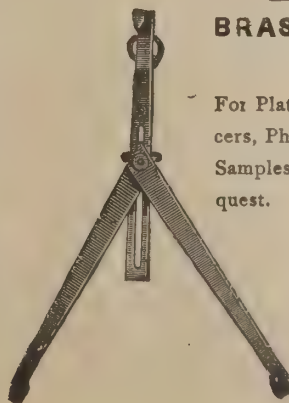
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WE HAVE NO AGENTS.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO., 460 West Broadway, New York

MANUFACTURERS

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA
SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEM S

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

FRENCH CHINA.

We carry import samples of the
cleverest line of

NOVELTIES

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

Charles Ahrenfeldt & Son,

50, 52 and 54 Murray St., New York.

LIMOGES AND ALTROHLAU CHINA

from their own factories.

Also

A New Line of Fancy Goods from C. G. Schierholz & Sohn,
PLAUE,

solely controlled by them.

We Are Delighted

TO PRESENT TO THE TRADE

The "CROWN"

PATENTED SALT-SHAKER.

With Peppers to Match.

HANDSOME COLONIAL BOTTLES.

ABSOLUTELY NON-CORROSIVE.

SILVER TOPS and FITTINGS.

Clogging in the crown is prevented by a simple device as shown here. Send for prices and terms.

Special inducements to large jobbers.



The H. & H. Mfg. Co.,

BRASS, COPPER and NICKEL WARE,

Office, Salesroom and Factory: 554-562 West 25th St., New York.

DOWN-TOWN SAMPLEROOM:
With Keane & Martin Co.,
100 Chambers St., New York.

PACIFIC COAST AGENCY:
35 Van Ness Ave., San Francisco, Cal.
In charge of EMIL HOFELD.

Will Take Import Orders UNTIL JUNE 1st.

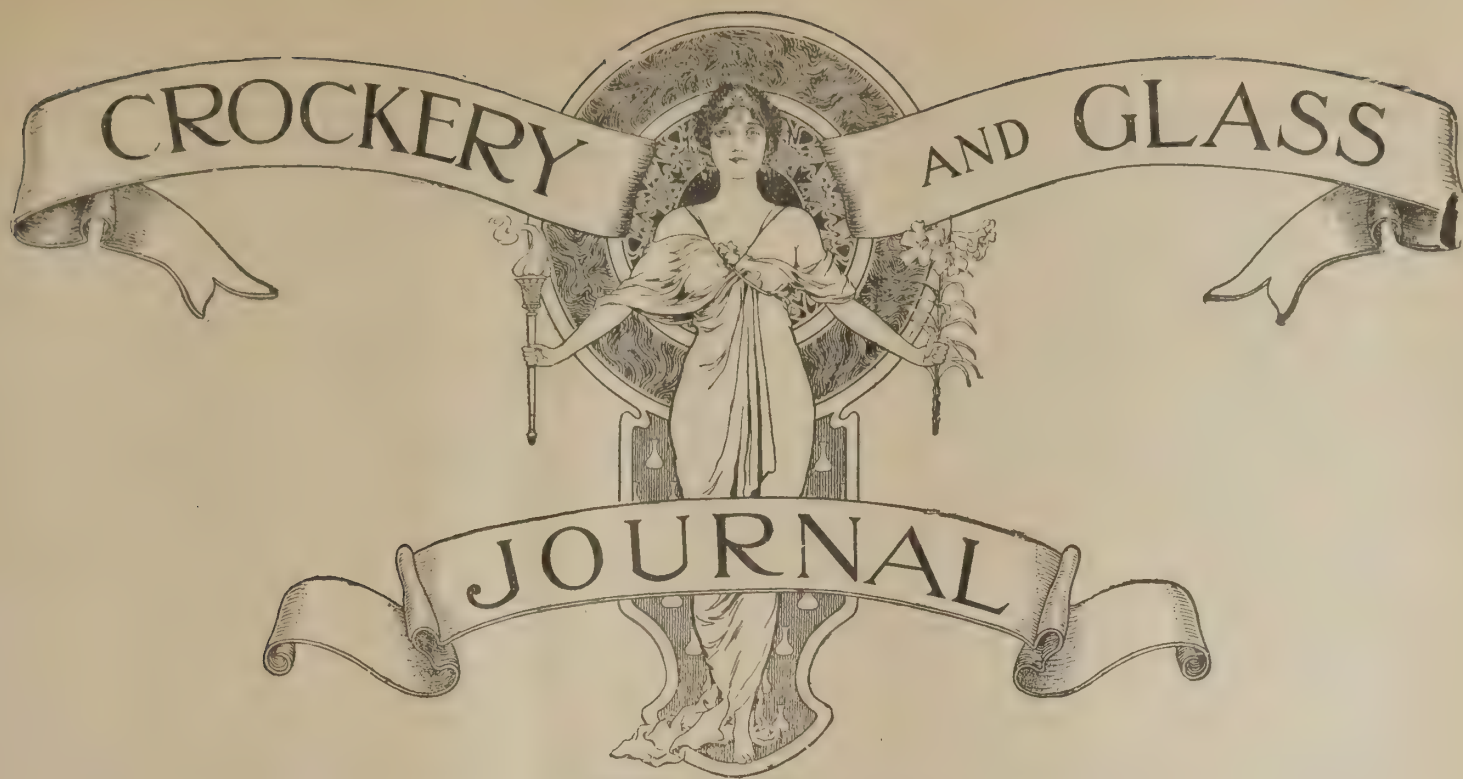
DEALERS who have not yet placed their orders can buy from us up to June first and have their goods promptly. Do not wait until the last minute on this special offer.

Our travelers are now on the road and will call on request.

Carlowitz & Co.,

537 and 539 Broadway, New York.

Special Drives in Tableware are Offered at
Bargain Prices to Close Out Stock.



NEW YORK, MAY 23, 1907.

THE CONDITION OF BUSINESS.

The condition of trade at large is rather astonishing. The domestic factories, both crockery and glass, continue to receive very good orders; reports from jobbers are to the effect that business is good; and yet, in all the principal cities, from which the best trade is expected, there is hardly any retail activity. Business is coming from the smaller and interior towns, particularly in the West and Southwest, with a fair demand from the South. While there is some trade in the East, it does not foot up in volume anything like that which comes from the other sections. Of course, it does not matter to the factories where they get their trade, as long as it comes.

The importers in New York are doing very little, the demand from stock being exceedingly small. They need not complain, however, for they have already booked their business for the season; and this being larger than last year, it is not to be expected that they can keep on selling. While the import season was unusually short, it was very vigorous.

The prospects for fall business appear all right, in spite of pessimistic reports of the crops. As a matter of fact, conditions are not as bad as painted. After the flurry last week wheat dropped again, as was predicted; and while it may rise, and probably will, it is sure to ultimately find its proper level. That the movement was largely speculative is proved

by the fact that the rest of the market did not change much. The cotton crop is likely to be more of a factor than wheat. This crop is short; but as it brings a good price the farmer is just as well off. The same may be said of wheat. It is too early to predict the corn yield, which, after all, is the best crop of all.

Pittsburgh and Vicinity.

With a slight increase in retail trade during the past week because of the favorable weather, manufacturers announce the booking of a number of re-orders. Jobbers continue to receive satisfactory business; but many orders are for later delivery. A good demand for midsummer goods is reported, although some of the largest buyers in the country are awaiting the new shapes before placing orders.

Trenton.

It is a source of surprise to even the most optimistic among local manufacturers that trade should keep up so well at this late date. Instead of depreciating, the volume of business in the hands of the concerns here at present is actually greater than it was two or three weeks ago. The recent improved weather and consequent betterment of retail trade is responsible for this. It is noticeable that the larger retail concerns have not ordered as liberally as usual this spring, while the smaller merchants, including the proprietors of gen-

eral stores, have bought with more generosity than ever before. Again the weather is blamed, for it is reasoned that the shoppers in the larger cities are more easily discouraged from visiting the stores in unpleasant weather than their sisters in the smaller towns.

Manufacturers throughout this **East Liverpool and Vicinity.** section are giving considerable attention at present to new shapes and decorations for the midsummer buying. The demand for the regular lines continues strong, and this is especially true of the staples. The majority of the manufacturers have their men on the road, and some healthy orders are being sent in. Mail business was also a feature of the latter part of the week. Collections are said to be improving, although in some sections of the country money is still rather tight.

Glass and pottery manufacturers throughout the **Wheeling and Vicinity.** are making every effort possible to get orders out on time. Every factory in the district is running full time. The scarcity of labor is noticeable in some instances, although new workmen are being added whenever possible. Railroads are giving better service, and this is aiding the manufacturers to make shipments more promptly.

HOUSEFURNISHING SALESMEN TO DINE.

PLANS are being arranged for a dinner of the housefurnishing salesmen on Saturday evening, May 25, at the Hotel Astor, this city. The dinner begins at 7:30 o'clock, and the tickets are priced at \$5. Following is the committee having the details in charge: Wm. A. Lewis, with Landers, Frary & Clark; Col. W. A. Stokes, of W. A. Stokes & Co.; Harry Sturtevant, with Buffalo Specialty Co.; Will's Ferry, with National Enameling and Stamping Co. and Robert Barry, with Cordley & Hayes

GLASSWORKERS MAY AMALGAMATE.

AN organization which will have control of all workers in the glass trade, whether in the window, flint or bottle departments, is the ambitious scheme that some of the prominent union men have in view. This idea has been advanced before, and has never met with any very striking success; but it is claimed that the time is now ripe, or nearly so, for its consummation.

At present there are three organizations which control all the workmen in the glass trade—the American Flint Glass Workers' Union, the Glass

Bottle Blowers' Association and the Amalgamated Window Glass Workers' Association. For some years past there has been an annoying trade jurisdictional dispute between the flint glass workers and the bottle blowers, and inability to settle this after several conferences has led to the launching of the plan to amalgamate and to induce the window workers to enter the new association also.

A NEW PETTY SWINDLE.

THE latest dodge for "working" the District is as follows: A young man of good appearance enters an importing house and asks:

"Is Mr. — in?"

"No. He is not."

"When can I see him?"

"Well, we can't tell. He is on the road. Maybe two or three weeks."

"That's too bad. He asked me to buy a pin for his wife, and I've brought it to him. Pshaw! I've put out the money for this, and I'm sorry he isn't here to take it off my hands."

With that he produces a small pin, and seems in such distress that the other party agrees to take it for the absent salesman. When the latter returns it is found that the article was never ordered, and an examination proves that the thing is worthless anyway.

OBITUARY.

BERNARD HOFELD, president of the H. & H. Mfg. Co., this city, died very suddenly last Sunday morning at his home in Yonkers, N. Y., from acute indigestion. He had arisen only a short time before being attacked, and lived less than a half hour afterward. Mr. Hofeld had always enjoyed good health, and only the night before his death had been out visiting friends in the company of his wife and two children. The funeral, which took place on Tuesday afternoon, was largely attended. A large delegation from the H. & H. Mfg. Co.'s factory, including a number of employees, were among the mourners.

Mr. Hofeld had been president of the H. & H. Mfg. Co. since its organization seven years ago. Prior to that time he had been identified with other metal ware concerns and was generally recognized as one of the most capable men in the business. He was thirty-seven years of age. His death will have no effect upon the policy of the H. & H. Mfg. Co., which will be continued under former conditions.

† † †

The deaths occurred recently of Daniel J. O'Brien, of O'Brien & Maher, Albany, N. Y., and Jas. W. Robb, of Holley, N. Y. Both of the deceased were interested in the crockery and glassware business.



THE quiet which has pervaded the District for the last month still continues, although one or two houses report good sales now and again of considerable amounts. Mail order business has been fairly good, but there is no life nor stir in the warerooms. It looks as if the summer dullness had set in for good.

Chas. Ahrenfeldt & Son have experienced a splendid trade this season on the new line of fancy goods from C. G. Schierholz & Sohn, which they control exclusively. The results, in fact, have been rather remarkable in view of the comparative newness of the goods to this market. The Limoges and Carlsbad lines from their own factories have likewise enjoyed an excellent patronage.

Among the jugs carried by Bawo & Dotter is a brown-tinted assortment, composed of six different shapes, that represents small prices but big values. The decorations adorning them are of "The Jolly Musketeers" type. The pieces are all gracefully formed and possess an artistic character that is quite surprising in view of the modest figures asked for them.

Import orders, with a guarantee of satisfactory delivery in the fall, are still being taken by the Ceramic Importing Co. This assurance is made in the case of every sale of goods in the four lines represented by the concern, and will hold good until June 1. As is already pretty generally understood by the trade, the Ceramic Importing Co.'s assortment includes specimens of the ceramic skill of not only the Frenchman, but also the modeler and colorist from Norway and Sweden. In the Swedish exhibit are shown some splendid examples of bone china. The Norwegian offerings include exclusive shapes and decorations, among which are popular-priced goods for the jewelers and the best stores.

Having found it necessary to secure larger quarters, J. D. Dithridge has removed the samples of the Bryce Bros. Co. and T. B. Clark Co. from room

43 to room 44 in the Crockery Exchange building. While not a very important change in a topographical sense, representing the removal merely into an adjoining room, the move is certain to be appreciated by the trade. Fully twice as much space is now at the disposal of Mr. Dithridge, and the appointments of the showroom are in every way superior to those in the former quarters.

In addition to the usual series of floral and fruit subjects, the new lamps from the Fostoria Glass Co. contain some decorations that are quite out of the ordinary. Conspicuous among them are several that portray the angler at work. One of the most striking of these depicts the disciple of Izaak Walton as he wades knee-deep in the stream in quest of his prey. Another shows a couple of more patient fishermen seated in a boat awaiting a nibble. A clever subject, too, is a bare-legged boy, with a smile more extensive than his wearing apparel, returning from a pond with a fine string of fish in his hand. The coloring in all these decorations is particularly good, and the lamps appear to equal advantage in the daytime as when lighted.

Some surprising samples of the modeling and decorative progress in recent years of the Japanese potters are contained in an exhibit made by the Mitchell, Woodbury Co. The line, while possessing many of the distinctive characteristics of the Japanese artisan and artist, is more Occidental than Oriental in character. The body of the ware is vastly superior to former productions by the little brown men, the shapes are more in conformity with present-day ideals, and the decorations are invariably tasteful and well executed. No line, in fact, that has ever reached us from the Far East has more fully emphasized the ceramic advancement of the Japanese than this.

A number of new samples have been added recently to the "Chippendale" line from the Ohio Flint Glass Co. They include a decanter, several vases and comports, and a water bottle. These items are fully as attractive as any of the pieces introduced

originally in connection with this pattern. A new twelve-inch punch bowl and high footed sherbets are recent acquisitions to the Kenneth line in the same exhibit.

A new Radura jardiniere has been received from the A. Radford Pottery Co. It is finely proportioned and appears in four sizes, 8, 9, 10 and 12 inches. The surface is quite heavily embossed with a conventionalized leaf pattern. As is explained by the name, Radura, the "jar" is clothed in the new matt green coloring from that factory.

Vogt & Dose are ready now to dispose of their import samples. They have a very large variety of fancy goods in small quantities, consisting of attractive patterns on desirable shapes. To move them quickly liberal concessions on import prices will be made. Naturally first-comers will have the best selections.

The firm of White & Eisenstein, which started four years ago to do a jobbing business, has liquidated and dissolved. J. Palmer White re-embarks in business as a manufacturers' agent at 107 Church street and 91 Reade. He has several good lines of housefurnishing goods and hardware.

MODISH TABLE GLASSWARE.

IN a Fifth avenue shop there was displayed recently a set of cut glass embracing one dozen each of water goblets, sherry or cocktail glasses and liqueur glasses, one dozen finger bowls and two decanters. The price was \$1,200.

Every housekeeper does not realize the important place now accorded to cut glass on the up-to-date table. There are occasions, including even the most ceremonious, when almost everything not hot is served in glassware whose exquisitely cut facets catching the light reflect a brilliancy not far behind that of the gems worn by the hostess and her guests.

There are a dozen different styles of table glass in the market, all more or less popular, but the particular hostess in selecting her wine glasses and finger bowls generally limits her choice to three—engraved glass, or rock crystal, as it is technically known; cut glass, and perfectly plain glass embellished with gold appliques.

Which of these three shall adorn her table is merely a matter of taste. Some hostesses think water goblets and glasses of cut glass too heavy. They prefer the thinnest, filmiest glass. Others can't get goblets and glasses too heavily cut. They select the style covered from rim to stem with intricately cut patterns. A third class select the rock crystal as a medium between the other two.

In speaking of these three styles an expert de-

clared that relatively the cost was the same, because the price of the plain glass could be brought up to match the other by the time and labor spent on adorning it with a gold crest or monogram, and in the elaborateness of the gold designs bordering the rim. Supposing, however, that the only decorations are a very narrow gold band edging the rim and the stand and encircling the shank where it joins the stand, and a medium sized monogram, this style is far less expensive than the handsomest cut glass or rock crystal.

To illustrate: A water goblet of this style was produced with the remark that it was made to order for a woman of large wealth. The goblet resembled in shape an inverted bell or modified lily, and was of optic glass clear as mountain spring water. The gold bands were less than one-sixteenth of an inch in width; the gold crest was one and a half by one inch.

One workman only, it was explained, must be employed in making the crests or monograms for one order because of the fineness of the work, which to a critical eye will show a difference if more than one man handles it. Mr. Brown may be as skillful a workman as Mr. Green; nevertheless he may not handle his tools in just the same fashion. A free-hand drawing of the crest is made in paste and fired, and the gold applied afterward with a brush and in a fashion requiring great skill.

The champagne glasses in this set were saucer-shaped, about four and a half inches in diameter, with stems perhaps five inches long. The sherry and the liqueur glasses matched the goblet; the claret glass inclined to the bulb shape. The five dozen glasses cost together \$300.

Othersets of gold mounted wine glasses had rims showing elaborate designs from a third to three-quarters of an inch wide in conjunction with a monogram. These of course were in some cases higher in price than the plain gold band variety.

English and French rock crystal, according to the expert, will always be a rival of cut glass, for the reason that it presents greater possibilities for decoration than cut glass.

"You may have a medallion or a face or an elaborate floral decoration engraved on glass, but it can't be cut," he said. "Old time rock crystal or engraved glass had a white finish, but now it is polished as brilliantly as cut glass."

One of the most beautiful of patterns in the rock crystal is a Renaissance design. Another shows a leaf design combined with small daisies; a third is of all-over scrolls surmounted with festooned garlands.

The newer-shaped goblets are longer and narrower than those of a year or so ago; the champagne glasses are wider in diameter and more shallow than ever, with hollow stems.

In cut glass the finer hobnail pattern has been revived, and there is also a modification of the hobnail combined with a star included in this year's designs, the American new fashions giving prominence to some of the old Colonial designs, including

the long, almost plain flutes, not unlike elongated Marcel waves. The star and chrysanthemum pattern is one of the best and most liked.

The one departure from pure white crystal wine glasses and goblets which is demanded by the fashionable is a hock glass of white trimmed with brilliant red or green, or both colors combined, or of uniformly tinted glass, generally of German manufacture. The Germans are renowned for their application of segments of color to glass.

But for the time being the fashionable New York hostess does not use colored glass on her table, the use of colored glass finger bowls even having died out completely.

"In this establishment we seldom or never have a call for colored finger bowls, and practically we have none in stock," the expert said.

"Etched glass? It has a tremendous vogue among hostesses who cannot afford the other qualities mentioned, and the designs in it, like those in the higher grades, change about every two years."—*Sun*.

BURNER MEN MEET.

AT the annual meeting of the Association of Manufacturers of Metal Lamps and Lamp Burners, held last week at the Hardware Club, C. H. Smith, of the Manhattan Brass Co., was re-elected president for the fourth time. C. A. Holbrook was re-elected secretary and treasurer. Mr. Holbrook has held this position ever since the association was formed. The business meeting was followed by a luncheon.

RECEIVERS FOR TITUS CO.

THE TITUS COMPANY, of 656 Broadway, this city, which has nine 5 and 10-cent stores in towns in New York, New Jersey, Pennsylvania and Ohio, called a meeting of creditors last Monday at the office of Roberts & Hepburn, 63 Wall street, which was attended by about 100 creditors. An approximate statement of the company's condition was made, showing liabilities \$130,000 and assets \$160,000 in stock and fixtures of the various stores. An offer of settlement was made at 60 cents on the dollar, payable 30 cents cash and 30 cents in notes at four, six and eight months, which was referred to a committee of creditors to examine and report on its acceptance. The committee consisted of Samuel J. Goldsmith, representing the H. B. Claflin Co., a representative of Geo. Borgfeldt & Co., and a representative of the Coal & Iron National Bank.

Learning that some of the out-of-town creditors had begun suits against the company, and fearing that they might levy upon the assets and thereby obtain a preference over creditors, the committee decided to institute bankruptcy proceedings as a protective

measure. A petition was therefore filed against the company on behalf of H. B. Claflin Co., \$2,896; Coal and Iron Bank, \$4,000; Borgfeldt & Co., \$10,763. Daniel Taylor and J. D. Hopkins, Jr., were appointed receivers.

The troubles of the company are attributed to the unseasonable weather and curtailment of credit by the banks. Besides the nine stores the company acted as buyers for 70 others on commission. The company was incorporated in March, 1905, with a capital stock of \$1,000,000, and its statement of February 1, 1907, showed assets \$500,460, consisting of cash \$33,334, business assets of nine stores \$264,810, accounts receivable \$5,576.

FAILURE TO DELIVER ABSOLVES BUYER.

CONCERNING the privilege of a buyer to cancel a contract should the seller fail to deliver one installment, the *Journal of Commerce* recently published this opinion: "The United States courts and the courts of this State have frequently held that a seller's failure or refusal to deliver one of several installments of goods covered by a single contract of sale absolves the buyer from the necessity of accepting any installment tendered thereafter. Some rather recent decisions are as follows: A case decided by the United States Supreme Court and reported in 115 U. S., 188, turned upon the failure of the seller to deliver an installment of iron, a definite quantity of which he had agreed to deliver in specified monthly amounts. The court held that the contract was a single one for the entire quantity and was not divided into several contracts by the provisions for delivery and payment by installments. The court said: 'When goods are to be shipped in certain proportions monthly the seller's failure to ship the required quantity in the first month gives the buyer the same right to rescind the whole contract that he would have had if it had been agreed that all the goods should be delivered at once.' In a case reported in 102 N. Y., 366, the contract was for the sale and delivery of iron in two installments. The seller failed to make prompt delivery of the first installment, but he offered to deliver the second at the time named for such delivery in the contract. The buyer refused to be further bound by the agreement. The court held he was justified in this position, saying: 'Here there is a breach of contract at the beginning; a failure to perform at the outset; and that breach justifies a rescission by the vendee. But a rescission of what? Obviously of the entire contract. It must be that or nothing, since there are not two independent and separate contracts, one of which may be broken without peril to the other; but there is a single contract which may be rescinded at the moment of a breach, so far as it remains wholly unperformed on both sides.' This is not the view taken by the highest courts of all the States, but it is the prevailing opinion, and, as we think, the sounder one."

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 23, 1907.

THINK IT OVER!

HARDLY a week passes that we do not get in our mail letters similar to the following:

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—Kindly furnish us with the address of Blank & Co. We have an order for the kind of goods they sell, but cannot trace the firm.

Sometimes the writers remark: "We have seen their advertisement in your paper at some time or other, but cannot find it in recent issues."

Here is food for thought on the part of those who advertise spasmodically. Retail dealers expect to find the ads of the wholesale men in the CROCKERY AND GLASS JOURNAL. It is regarded as a directory of the trade—a sort of elite directory containing the most prominent, progressive and reliable houses in the lines represented—and its columns are scanned for their addresses. If the particular firm looked for does not happen to be advertising at the time, the chances are that some other house in the same line, which *is* represented, gets the business.

Here is an instance that happened only a short time ago: A buyer from a country town after completing his purchases in a certain establishment in this city asked: "What is John Smith & Co.'s address? I want to get some of their goods."

"Look in the JOURNAL," said the salesman.

Now, it happened that this firm had temporarily discontinued its advertising, and its address was not found; but in turning the pages the inquirer saw the card of another concern in the same line, and re-

marked: "They carry the goods, and will probably sell at the same price. I'll go and see them."

He did, and left a good order that was meant for another house.

Verbum sat sapienti.

PERSONAL.

OLD-UP men who are solicitous about their good looks and personal freedom should "pass up" Wm. D. Finke, local representative of the Krantz-Smith Cut Glass Co. When "heeled" with a revolver Mr. Finke is recommended as a dangerous prospect for the gentlemen who manipulate sandbags and other gentle sleep-producers. He proved his worth in this respect down on the Creedmoor, L. I., range one day recently, when, as battalion adjutant of the Thirteenth Regiment, Coast Artillery, he competed in a revolver tournament. At seventy-five yards' distance he plugged the bull's-eye seventeen times, at fifty yards he punctured it nineteen times, and at twenty-five yards he found the mark twenty-one times. He was allowed twenty-five shots at each distance, and his record entitled him to the highest medal honors obtainable in that competition.



B. F. Pritchard reached town a few days ago at the conclusion of a jaunt through New York State with the Rochester Cut Glass Co.'s line. From here Mr. Pritchard proceeded to Atlantic City, where he and his family will enjoy a few weeks' vacation.



Chas. B. Bergen renewed acquaintances in the District a few days ago. He was accompanied by J. J. Niland, head of the Meriden, Conn., cut glass concern of that name, with which "Charley" is now identified.



A. Gredelue, New York representative of the Baccarat Glass Co., has been asked to appear this week before the Pennsylvania Legislature to testify in regard to the contract that was made for the glass furnishings of the Capitol. Mr. Gredelue is much incensed at the unwarranted use of the Baccarat name, and it looks as though things would be a bit unpleasant for the contractor who traded on it.



Hugh C. Edmiston will sail for Europe on the Columbia, which plies between New York and Glasgow, June 1st. His stay on the other side will be brief.



E. H. Mays, who for so many years has been the New York representative of the Consolidated Lamp and Brass Co., has resigned to become secretary and treasurer of the E. J. Long Railway Supply Co., which deals in everything pertaining to street rail-

ways. Mr. Mays has been very popular in the District, and, while all will wish him success in his new venture, they much regret his leaving the trade. His successor will be announced shortly.



A large delegation of American potters were interested listeners to the speech by ex-Governor Griggs, of New Jersey, in a matter pending at the Appraisers' Stores last week. Among them were Chas Howell Cook and Daniel Willets, of Trenton, N. J., Jos. E. Lee, F. N. Fredericks, Geo. C. Thompson and Hugh McNicol, of East Liverpool.



W. V. Higgins, with the Buffalo Pottery Co., is showing his Teddy Bear ornamentations in Baltimore this week. Next week he will take the bear right into "Teddy's" stronghold. Possibly he may invite our worthy President to come and look his line over. He is quite equal to it.



The troubles which have agitated San Francisco for so long, and the disgraceful conduct of the city officials, have culminated in the appointment of a Committee of Seven, who are to assist in the municipal government. Prominent among these seven is F. W. Dohrmann, of the Nathan Dohrmann Co. Mr. Dohrmann has always been active on the right side of municipal affairs, and his selection as a member of this committee is only a deserved honor. His business integrity is an earnest of what he will do for San Francisco.



John Davison sailed for Europe on the Campania, leaving last Saturday. He left a little in advance of his expected time. He was accompanied by his cousins, Mr. and Mrs. John Davison, of Staffordshire, England.



Leon Hoage, with Jas. Douglass, has just completed an eight weeks' order-booking mission through the West.



J. H. Venon will sail for Europe on the Oceanic June 5th, to be gone three months, most of which time will be spent in Russia. When he returns he expects to bring with him three, and perhaps four, new lines of ware, and of course new samples of his regular goods.



E. Torlotting, American representative of the St. Louis Crystal Glass Co., reached New York a few days ago after a road campaign through the West that lasted several weeks. He will remain in the concern's New York headquarters until June 13, when he goes to France on the S. S. La Provence.



Still another glassware salesman has been taken into captivity by the charms of a fair lady. And, strange to relate, it is none other than the supposedly unimpressible "Quig" Hamilton, with the Tar-

entum Glass Co. The prospective bride is Miss Kerr, of Wellsburg, W. Va., in which place the wedding is to take place on June 5. Wellsburg has also been selected by the happy pair as the location of their post-nuptial home.



W. Mitchell has given up the management of The Berlin's china and housefurnishing department, Brooklyn, in order to accept a similar position with the Katz & Goldsmith Co., Braddock, Pa.



D. E. McNicol, of the D. E. McNicol Pottery Co., was in town on Monday, leaving the same day for Boston, where he is to spend several days. He is to visit New York on his way home.



"Jack" Myers, who resigned from Geo. F. Bassett & Co.'s road staff a few years ago to become secretary-treasurer of the Central Cement Association, is now a resident of Boston. His change of address has been occasioned by the removal of the Association's headquarters from Detroit to the city of beans and culture.



Theo. Spiegelthal, president of the New York Housefurnishing Co., accompanied by Robert H. Yarwood, returned recently from a trout-fishing trip in Sullivan county.



Leo. Himmelstern, of Himmelstern Bros., San Francisco, leaves for Europe on the steamer Princess Alice, sailing May 25.



Kenneth Bryce, with the Bryce Bros. Co., has sailed for Europe with his bride, to whom he was wedded May 14. Mrs. Bryce was formerly Miss Edith H. Parker, and it was at the home of her parents, Mr. and Mrs. Oliver J. Parker, that the ceremony was performed. Gerard Bryce acted as best man. The bridal couple will not be "at home" to friends until after Sept 1.



Chas. H. Williams has been appointed superintendent of the Simpson-Crawford Co., this city. Until quite recently Mr. Williams was identified with the Henry Siegel Co.'s store in Boston. Prior to that connection he had been merchandise manager for the Simpson-Crawford Co.



Thos. Gill, buyer for Mandel Bros., Chicago, has returned from a buying visit to Europe.



Edw. W. Hammond has been chosen as the manager of the china and bric-a-brac department in the store of the newly-organized firm of Greenhut & Co., on Sixth avenue, this city. Greenhut & Co. are to occupy the building recently vacated by Altman, and the opening is booked for Sept. 17. Mr. Hammond, who resigned as assistant buyer for Mandel

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Taylor, Smith & Taylor Co., East Liverpool....	35
Warwick China Co., Wheeling.....	
Weiler, S. A., Zanesville, O.....	6

Bros, Chicago, to accept this appointment, will have as his assistant Miss Fleischman, for many years in charge of the Chapman Co.'s china and housefurnishing department in Brooklyn.



Oscar Green, of Green & Thomas, Baltimore, and John B. Rowan, with the Cook Pottery Co., stopped in Washington a few days ago while on their way to the South.



C. L. Dwenger is booked to sail for Italy on the Moltke, leaving May 28. Inducements are being held out to him to make an automobile trip from Naples to Limoges. Whether he will or not will be decided on arrival.



J. M. Uniack, who has been traveling for his brother "Ned" with the Onondaga line, is home from a very successful trip. On the first of June he will go to the factory for a month to take a course of general instruction in the manufacturing end.



If R. A. Cavanaugh were to believe all that he sees in the newspapers he would at present consider himself on the pay-roll of Rothschild & Co., Chicago. He awoke on Wednesday morning to discover that the New York papers in which "hotel arrivals" daily appear described him as a buyer for the Rothschild concern. In view of the fact that he resigned as buyer for that house fully three years ago, and is at present comfortably positioned with A. Lisner, of Washington, we feel warranted in correcting the error.



Geo. F. Mackey, with Chas. Ahrenfeldt & Son, reported at the concern's New York headquarters on Monday after an absence of nearly three months. He went as far West on the trip as Ogden, Utah.



W. A. B. Dalzell, president of the Fostoria Glass Co., was in town early this week.



K. C. Norris, buyer for Dey Bros., Syracuse, N. Y., ceases to be a member of the Army of the Unwedded on July 30. His desertion from the ranks is attributable to the attractions of a charming young woman who at present resides in Newark, N. Y.



Jas. Pass, president of the Onondaga Pottery Co., arrived home from Europe on the Adriatic last week. Mr. Pass went abroad for his health, and from his appearance has undoubtedly recovered it. He is looking extremely well.



Wm. R. Farrington, of Poughkeepsie, is one of the veterans of the trade. This does not necessarily mean that he is an old man, because in these days the young men are veterans. Mr. Farrington has always

been a staunch friend of this paper, and never fails to renew his subscription promptly. His check came this week with a letter saying: "This is to cover my thirty second year's subscription for the CROCKERY AND GLASS JOURNAL. I feel that I could not do without it."



F. M. Taylor is to manage the china and housefurnishing department of the Darlington Co., which opens its Brooklyn store sometime between Sept. 15 and Oct. 1 next. Mr. Taylor has heretofore been connected with Hochschild, Kohn & Co., of Baltimore.



Henry Samstag, of Samstag & Hilder Bros., left for Europe last Tuesday on the Kronprinz Wilhelm.



Wm. R. Noe, Jr., returned on Monday from Europe, where he has been purchasing novelties.



Gustave E. Meisner, with Bawo & Dotter, sailed for Europe this week on the Princess Alice.

"MORE WAYS THAN ONE."

IN order to prevent as far as possible the encroachment of the catalogue houses upon the trade of their customers, the retail dealers, a number of wholesale firms refuse to sell to the former. To overcome this limitation of the source of supply the catalogue houses, it is said, have arranged a clever little scheme. A man is employed to pose as a jobber. He establishes a credit, and by placing large orders is enabled to get the quotations given to the largest buyers. Of course his only customers are the catalogue houses which are paying his salary and thus getting the wares which they cannot purchase direct.

A NEW ERA OF POTTERY DECORATION.

WHILE photographs on china and glass have been somewhat extensively employed as decorations, and usually with fair results, there always appeared to be something lacking. Possibly it was the color, for rarely was any attempt made in this particular—principally because there was a certain crudeness to the photographic transfers that did not warrant the additional expense involved in brush work.

Much effort has been expended by manufacturers and decorators looking to improvement in this direction, and now comes the announcement that the quest has been rewarded by the discovery of a process whereby, through the use of metallic pigments in the coating of the negative, and a corresponding developer, really remarkable results are achieved. Coloring

can be readily applied, and after being fired the decoration has the appearance of being under the glaze.

The discovery did not come all at once, but is the fruit of many years of study and experiment. Time and again the search was abandoned for lack of means to pursue it, only to be renewed, until, in the face of all discouragement, the goal was finally reached. Now capital has been found, and the matter will be put on a commercial basis.

The process is a secret one, and the discoverer alone is capable of turning out the work. This is a drawback, in a sense. He is entitled, of course, to the benefit of it, and it is to be hoped that he will profit by it to such an extent that in a few years he may be willing to give to the world the details. It is too great a discovery to limit its production to the capacity of one man.

TALK OF A LABOR MEMORIAL.

AN effort is on foot to have the labor organizations of the United States combine in paying tribute to their departed brethren on the second Sunday in May of every year. The idea of this labor memorial is to be discussed by the National Brotherhood of Operative Potters at its next convention. Other bodies have also concluded to take action on the matter.

IN THE HOUSEFURNISHING WORLD.

Fire last week destroyed the Grove City, Pa., Broom Works. Loss, \$10,000.

* *

Employees of Hahne & Co., Newark, N. J., have established a building and loan association.

* *

The stock in H. Mandelkow's department store, Sisseton, S. D., was damaged by fire recently.

* *

Incorporation papers have been filed by the Hardware & Woodenware Mfg. Co., of Milbrook, N. J.

* *

The Amsterdam, N. Y., Broom Co., which was burned out a few weeks ago, has resumed manufacture in a new plant there.

* *

Patent Sad Iron Mfg. Co., East Orange, N. J., has been incorporated to manufacture the "Simplex" iron, wood and metal novelties, etc. Capital, \$100,000.

* *

Harned & Von Maur, Davenport, Ia., have begun the publication of "The Booster," a monthly paper that will circulate only among employees of the concern.

* *

The check swindler who signed himself as "A.

C. Bates" and who claimed to represent the E. B. Taylor Co., Richmond, Va., was arrested several days ago in Freeport, Ill.

* *

The recent erection of a large annex to the Denver, Col., Dry Goods Co.'s store has given that firm a floor space of 305,750 feet. The company now claims to have the largest department store west of Chicago.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

W O Day, with Miller & Rhoads, hf, Richmond, Va. Grand.

F M Featherly, c, Syracuse, N Y.

J P Reed, with W M Whitney & Co, hf, Albany.

A Stolaroff, c, El Paso, Texas.

John J Reed, with Snellenburg & Co, c, Philadelphia.

J H Reese, with Hager & Bro, c, Lancaster, Pa.

Thos B Cannon, with Edw Malley Co, c, New Haven.

R A Cavanaugh, with A Lisner, Washington.

J Milton Allen, l, Bar Harbor, Me.

A Lowenstein & Sons, l, Boston.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 4, '07	Correspond- ing period 1906	Exports Jan. 1 to May 4, '07	Correspond- ing period 1906
Boston	144	83	2159	2365
New York	94	109	2463	1879
Baltimore.	506	478	6952	4865
Philadelphia.....	107	8	972	534
New Orleans	158	196	2940	1455
Newport News....	161	15	497	406
San Francisco.....	.....	7	146	347
Portland (Me.) ..	208	...	3275	341
Galveston.....	86	83	578	353
Portland (Or.)....	....	...	20	487
Inland Points.....	....	161	139	4621
Total ..	1464	1090	20121	17653

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g May 4, '07	Correspond- ing period 1906	Exports Jan. 1 to May 4, '07	Correspond- ing period 1906
New York	94	109	2843	2001
Boston	144	83	1779	2480
Philadelphia....	107	8	948	509
Baltimore	506	478	6815	5028
San Francisco....	....	7	146	317
New Orleans ...	98	196	2708	1695
Portland (Me.)...	64	...	1752	293
Galveston	84	83	489	334
Newport News....	161	15	492	291
Portland (Or.)....	....	...	20	538
Inland Points....	....	308	60	5840
Total....	1258	1237	18002	18825



AMONG THE POTTERIES

Reports from manufacturing potters throughout the Western district during the past week indicate that a satisfactory business is being booked both through mail orders and from road salesmen. A number of buyers were in the district during the past days, and this put a little life into the trade. The old designs still continue in demand, and those manufacturers who have placed new shapes before the trade announce heavy orders.

* *

During the past week one of the largest buyers spent two days vainly trying to place orders—at his own price. "We can handle the business, but we will not sell our goods below cost," commented one manufacturer.

* *

George Buxton, representing the Potters' Co-operative Co., opened at the Colonial Hotel, Pittsburgh, on his way East, and Saturday will be at Reading.

* *

S. H. Martin, a former crockery salesman, and now with the National Brass and Iron Works, Reading, Pa., manufacturers of metal art goods, was a visitor here last week.

* *

Among the buyers here during the past few days were: Morris Bergman, New York; James T. Sturgeon, with Ramsey & Co., Baltimore; S. Winternitz, with the Empire Crockery Co., New York; D. Freitag, New York; A. E. Soule, Camden, N. J.; Charles Reed, Baltimore; S. S. Kresge, of Kresge & Wilson, Detroit.

* *

Joseph Davis, of the Smith-Phillips Co., has left for a Western trip, his first opening being in Chicago.

* *

That the South is growing and that American-made pottery is finding favor there are attested by G. F. Hankins, of Lexington, N. C., Southern representative of the Globe Pottery Co. Mr. Hankins has spent three days at the Globe offices arranging for a heavy late summer and fall business. "Buying is brisk," said he, "and the finer grades of pottery are

selling the best. Reports from all through the South indicate a remarkable season of business." Mr. Hankins is a member of the State Legislature, and is also on the Governor's staff.

* *

Manufacturers are constantly receiving complaints from jobbers about delay in shipments, and in some instances the letters are a little sarcastic. There is no denying the fact that shipments are not being sent out in due time, but the slow rail movement is largely responsible.

* *

The East End Pottery Co. has placed a line of "Teddy Bear" plates in its sample room. They are made in four and five inch sizes, and are the first of the kind produced in the district. W. J. Owen is making an Eastern trip in the interest of this concern.

* *

Announcement is made by the Globe Pottery Co. that a new line of specialties will soon be introduced. A complete line of jugs from 48's to 12's is included. New salads and plaques, and an entirely new idea in a tankard, are among the things being prepared.

* *

Williard Morris and Hugh Nevin, of the selling forces of the Knowles, Taylor & Knowles Co., have returned from their spring trips.

* *

J. C. Deens, of the D. E. McNicol Pottery Co., now in the Louisiana territory, will return home about June 15.

* *

A new creation by the Taylor, Smith & Taylor pottery is their Poster line of plates, including eight pretty subjects. The pattern is an exclusive one and the novelty of the thing is making it go well. W. L. Smith, jr., is home from an extended Western trip.

* *

Arthur Shone will succeed A. L. Seckerson in charge of the decorating department of the West End pottery.

* *

Robert Slack resigned last Saturday as manager of the decorating department of the D. E. McNicol

Pottery Co. The employees of the department presented him with a very handsome set of gold cuff buttons as a token of their esteem and respect. Walter Buxton, lately with the Edwin M. Knowles Co., of Chester, has taken charge of the department in place of Mr. Slack.



Many of the potteries here have lately
Trenton. been suffering from a shortage of straw. The crop this spring, it seems, has been considerably below the average because of the unseasonableness of the weather. So far no embarrassment has been felt by any of the manufacturers, for the reason that the more fortunate among them have been neighborly enough to loan a portion of their own supply to the others not so well provided.

* *

D. J. Glisson, who travels through the South and West for the Mercer Pottery Co., returns this week from a tour that has covered a period of nearly three months.

* *

J. G. A. Fisher, of Fisher, Bruce & Co., Philadelphia, and John P. Hackenberg, of Milton, Pa., were among recent buying visitors to the city.

* *

Chas. A. Service, road representative of Lenox, Inc., has booked passage on the Lucania, sailing from New York on Saturday, June 1. He will spend most of his time while abroad with relatives in England.

* *

Lew. H. Bown, general manager of the Buffalo Pottery, was in town for a couple of days early this week. It is understood that he came here in quest of additional operatives.



With the Ohio China Co. no better
East Palestine, season than the present was ever experienced. Orders are coming
O. in with a rush, and every department of the plant is working full. A complete line of the latest creations of this firm will soon be placed in the Pittsburgh sample rooms.



A complete new line of decorations is contemplated by the
Chester, W. Va. management of the Edwin M. Knowles Pottery Co., to be shown in July. This plant is busy and is having remarkable success making prompt shipments.



Announcement is made by the
Newell, W. Va Homer Laughlin China Co. that July 1 will see the new plant in complete operation. Eighty per cent. of the pottery is already working, and gives employment to over

one thousand people. "We anticipate running the entire year without a day's idleness," is the encouraging statement by a member of the firm.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of March, 1907, compared with the same month in the preceding year, are as follows:

	1906	1907
Great Britain.....	\$295,600	\$249,404
Austria.....	53,450	50,191
France.....	137,978	101,942
Germany.....	331,737	295,089
Other Europe.....	24,768	23,788
Japan.....	108,427	156,014
Other Countries.....	6,047	20,463
Total.....	\$963,007	\$901,811

FOR NINE MONTHS ENDING MARCH.

	1905	1906	1907
Great Britain...	\$2,123,116	\$2,028,894	\$2,277,882
Austria.....	788,650	805,524	777,842
France.....	1,367,338	1,482,723	1,455,929
Germany.....	3,650,787	3,957,138	3,957,486
Other Europe...	288,829	259,426	294,214
Japan.....	677,720	1,056,124	1,522,439
Other Countries	73,123	75,603	118,690
Total.....	\$8,919,563	\$9,664,932	\$10,403,932

TOYS

	1906	1907
France.....	\$ 11,992	\$ 21,041
Germany....	247,184	244,122
Other Europe...	9,379	7,994
Other Countries	26,644	34,651
Total.....	\$295,189	\$309,808

FOR NINE MONTHS ENDING MARCH.

	1905	1906	1907
France.....	\$ 141,832	\$ 120,336	\$ 139,151
Germany....	3,555,471	4,235,399	4,987,770
Other Europe..	127,728	151,119	223,286
Other Countries	102,808	143,374	215,880
Total.....	\$3,927,269	\$4,650,229	\$5,566,087

GLASSWARE.

MARCH.		FOR NINE MONTHS ENDING MARCH.		
1906	1907	1905	1906	1907
\$258,704	\$237,992	\$2,264,184	\$2,547,514	\$2,660,022



Pittsburgh and Vicinity. There has been a falling off in the demand for gas and electric glass-ware during the past week. Manufacturers do not look for an advance in this business before fall, and meanwhile are engaged in preparing new designs for the fall trade. These will be ready for salesmen and sample rooms within a few weeks.

A remarkable run on the best grades of cut glass has been in progress throughout the district. The cheaper grades are finding a hard market just now.

O. C. Walker, general manager of the Ohio China Co., East Palestine, O., spent several days in Pittsburgh last week.

The United States Glass Co. announce five new assortments—"Beauty," "Special Big Leader," "Town Talk," "Morning Star" and "Sterling Quality."

Orders for staples are in excess of last year at this season.

Dealers have commenced to anticipate their fall wants, and orders are being received in a manner that is very gratifying to the manufacturers.

W. J. Dillon, Southern representative of the United States Glass Co., who has been at the home offices for a fortnight, is preparing to start out on his route next week.

Tanner & Kearns, Pittsburgh representatives of the Consolidated Lamp and Glass Co., are about to remodel their showrooms in the Bissell Block.

President Andrew Smith, of the McKee-Jeanette Glass Works, was a recent visitor, spending some time with the Pittsburgh representative of the firm, Frank A. Rust.

J. B. Hill has assumed the management of the Pittsburgh offices of the Welsbach Co. The Middle West department of this concern has been transferred

to Columbus, O., in charge of Allen Leamy, who, however, spends two days a week in the Pittsburgh office. The firm is one of the largest buyers of lamps in the Pittsburgh territory.

George Bletz, aged seventy, one of the oldest employees of the United States Glass Co., and a veteran of the Civil War, is dead. He had been a resident of Pittsburgh nearly all his life. A wife, daughter and two sons survive.

The Central Glass Co. has just issued **Wheeling, W. Va.** its new catalogue—the largest ever put out by this house. The firm is busy on all lines, the season's trade being much above that of last year.

"We are doing our level best to **Rochester, Pa.** keep up with the demands made upon us," said Secretary Tompkinson, of the Rochester Tumbler Co. "Business is very active, and we are being pushed on all sides." The firm has completely recovered from its troubles—fire and flood—and all departments are now working full, night and day.

Foundations for the new buildings of the New Martinsville Glass Co. were started Monday **New Martinsville, W. Va.**

The work of construction will be pushed as rapidly as possible, and it is thought that operations may commence within three months.

A circus visited Bridgeton, near **Millville, N. J.** here, a few days ago, and the glass industry suffered in consequence. Failing to secure permission to attend the circus, the boys employed at the plants of the Whitall-Tatum Co., T. C. Wheaton Co. and the Millville Bottle Co.

quit in a body during the morning. More than 1,000 operatives were thereby thrown out of employment for the day. The Whitall-Tatum Co., with the idea of encouraging the boys to be more attentive to duty, has offered them cash prizes. All boys who work steadily until June 30 will get \$6, those absent one day \$5 and two days \$3.

Trade is very satisfactory with the **Bellaire, O.** Imperial Glass Co., orders exceeding the business of last season. Indications are that the fall trade will be very heavy, and the firm is making every effort to keep up with the "pressure." Mail business is very good, and the road men have been booking a number of new customers.

The Mound Valley Glass Co. is **Mound Valley, Kas.** about to enlarge the capacity of its plant by the erection of two new buildings and will also make a number of changes in its present factory. For the fall trade this firm will show a number of new designs in tumblers and stemware.

After a week's idleness, caused by a **Follansbee, W. Va.** shortage of raw materials, the Jefferson Glass Co. has again resumed operations. The decorating shops continued right along, and there will be no delay in the matter of shipments.

The Ideal Cut Glass Co. is to increase its capital stock from \$10,000 to \$25,000. The business of **Canastota, N Y.** the company has so outgrown the present plant here that the building is to be enlarged and the number of employees more than doubled.

It is announced that the Mississippi **Kane, Pa.** Glass Co. has purchased the Sergeant Glass Co.'s plant at this place and will operate it in manufacturing rolled, figured, polished plate and wire glass. The actual purchase price is not stated, but it is in seven figures, and covers the factory, sand quarries, water rights, workmen's dwellings and about 500 acres of land. With this new plant and its facilities added to its Latrobe, Port Allegheny, Morgantown and St. Louis factories, the Mississippi Co. is said to become the world's largest producer of flat glass, having a capacity of 30,000,000 square feet per annum.

WHEN asked as to his religion, a very successful salesman who recently took a position with a Pittsburgh firm replied that "It was the same as that of his customers."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending May 21, 1907.

BREMEN		
21 packages glassware.	.....	L Straus & Sons
115 "	.....	Endemann & Churchill
8 "	.....	Samstag & Hilder Bros
7 "	.....	A Steinhardt & Co
178 "	.....	Miscellaneous Orders
170 " earthenware	.....	Geo Borgfeldt & Co
36 "	.....	The Julius Levy Co
37 "	.....	Strobel & Wilken Co
61 "	.....	Miscellaneous Orders
14 " toys	.....	Geo Borgfeldt & Co
12 "	.....	Hamburger & Co
4 "	.....	L H Mace & Co
7 "	.....	F A O Schwartz
6 "	.....	G W Travers
25 "	.....	F W Woolworth
96 "	.....	Strobel & Wilken Co
107 "	.....	Miscellaneous Orders

COPENHAGEN		
2 packages earthenware	.....	Geo Borgfeldt & Co
LIEPUNA		
2 packages earthenware	.....	The Rowland & Marsellus Co
7 "	.....	Bawo & Dotter
18 "	.....	Geo Borgfeldt & Co
18 "	.....	G F Bassett & Co
25 "	.....	J Davison
24 "	.....	O Goetz
6 "	.....	Meakin & Ridgway
7 "	.....	Maddock & Miller
5 "	.....	E B Ote
48 "	.....	The Julius Levy Co
15 "	.....	Strobel & Wilken Co
10 "	.....	Miscellaneous Orders
28 " toys	.....	Strobel & Wilken Co
10 " glassware	.....	" "

ROTTERDAM		
4 packages earthenware	.....	L Straus & Sons
64 "	.....	L D Bloch & Co
351 "	.....	Geo Borgfeldt & Co
47 "	.....	Karl Hutter
12 "	.....	Strobel & Wilken Co
63 "	.....	Miscellaneous Orders
32 " chinaware	.....	Geo H Wheelock & Co
450 " toys	.....	B Illfelder
10 "	.....	Hamburger & Co
20 "	.....	Samstag & Hilder Bros
95 "	.....	F A O Schwartz
14 "	.....	Strobel & Wilken Co
348 "	.....	Miscellaneous Orders

ANTWERP		
2 packages glassware	.....	B Gunthel
16 "	.....	A Berger & Co
12 "	.....	W P Graham & Co
48 " chinaware	.....	Wm Guerin & Co
28 " earthenware	.....	Strobel & Wilken Co
60 "	.....	Geo Borgfeldt & Co
45 "	.....	G F Bassett & Co
2 "	.....	Kocherak Bros
15 " toys	.....	Samstag & Hilder Bros
64 "	.....	B Illfelder & Co
40 "	.....	Geo Borgfeldt & Co
2 "	.....	Hamburger & Co
2 "	.....	R H Macy & Co
12 "	.....	C B Rouss
41 "	.....	Strobel & Wilken Co
207 "	.....	Miscellaneous Orders

LIMOGES		
152 packages chinaware	.....	W L Briggs

HAVRE		
2 packages chinaware	.....	Haviland & Co

HAMBURG

74	packages glassware	...	L Straus & Sons
8	"	"	L D Bloch & Co
103	"	"	Eimer & Amend
354	"	"	F Euler & Co
14	"	"	Fensterer & Ruhe
263	"	"	Fondeville & Van Iderstine
1	"	"	Hamburger & Co
11	"	"	Knauth, Nachod & Kuhne
17	"	"	Kmy-Scheerer Co
474	"	"	W R Noe
8	"	"	Julius Palme
86	"	"	Strobel & Wilken Co
145	"	"	Miscellaneous Orders
117	earthenware	...	Bawo & Dotter
10	"	"	Chas Ahrenfeldt & Son
108	"	"	L D Bloch & Co
8	"	"	F Bing & Co
20	"	"	Froeber & Vollrath
1	"	"	Fensterer & Ruhe
12	"	"	Hamburger & Co
32	"	"	Kmy-Scheerer Co
10	"	"	Koscherak Bros
5	"	"	Julius Palme
31	"	"	J Wygand & Co
519	"	"	F W Woolworth
87	"	"	The Julius Levy Co
48	"	"	Strobel & Wilken Co
144	"	"	Miscellaneous Orders
84	toys	...	Geo Borgfeldt & Co
13	"	"	Bawo & Dotter
183	"	"	B Illfelder & Co
15	"	"	Samstag & Hilder Bros
5	"	"	F W Woolworth
79	"	"	Strobel & Wilken Co
139	"	"	Miscellaneous Orders
8	harmonicas	...	Strobel & Wilken Co

SOUTHAMPTON

7	packages chinaware	...	Bawo & Dotter
15	"	"	A G Moment
42	"	"	Paroutaud & Watson
12	"	"	J H Venen
6	"	"	Vogt & Dose
66	"	"	Wm Guerin & Co
4	"	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.**LIVERPOOL**

34	packages earthenware	...	Jones, McDuffee & Stratton Co
6	"	"	Meakin & Ridgway
2	"	"	R H Stearns Co

ANTWERP

15	packages earthenware	...	Jones, McDuffee & Stratton Co
43	"	"	L Wolf & Co
71	"	"	Geo Borgfeldt & Co
14	"	"	Faring Bros & Co
5	"	"	Miscellaneous Orders

GLASS-MAKING REVIVED IN SANDWICH

THAT Sandwich, Mass., must still be reckoned with in the manufacture of glass is indicated by the following despatch from that place on Monday: "The manufacture of glassware has been revived here after having been virtually abandoned for twenty-five years. The big furnaces have been lighted, the 'batch' is fused into glass, the blowers fashion their product into form, and the cutters and decorators finish the beautiful glassware. The first glass was blown on Thursday last, the preceding three weeks

having been devoted to heating the furnaces to the proper temperature. It is expected that between 500 and 600 hands will be employed when the factories are once more in full operation."

BUSINESS BRIEFS.

J. W. Shields is shortly to open a crockery and glassware store in Elora, Can.

A two-story addition to the Steuben Glass Works, Corning, N. Y., has just been completed

The C. A. Rogers Co., this city, silver and plated ware, has been incorporated. Capital \$25,000.

Fire last week destroyed the Hawley, Pa., Cut Glass Co.'s plant. Loss covered by insurance.

The Palouse, Wash., Pottery Mfg. Co.'s plant was recently damaged by fire to the extent of \$9,000.

Robert J. Doyle has added a crockery and glassware department to his store in Wallaceburg, Can.

The Commercial Bronze Co., this city, has been incorporated to manufacture metal goods. Capital, \$25,000.

The Hector Gas Lamp Co., this city, to manufacture lighting apparatus, has been incorporated. Capital, \$500,000.

Greenberger & Co., wholesale grocers, Scranton, Pa., contemplate the addition of crockery and glassware to their jobbing business.

W. R. Kaffer's crockery store in Salina, Kas., has been sold to A. L. and W. F. Duckwall, who also conduct a similar store in Abilene, Kas.

A charter has been issued to the Albany, N. Y., Glassware and Supply Co., dealers in crockery, glassware, household goods, bar fixtures, etc. Directors:

Simplified Glass Etching

WITH OUR PASTE.



THE design printed with "Glasetchor" etches the glass *directly*. We solicit the correspondence of the trade. Ask for free samples and particulars.

GLASS ETCHING PASTE MFG. CO.,
329 Grand St., New York.

Wm. F. Wheelock, Jas. H. Guider and Michael D. Reilly, all of Albany. Capital, \$500

Imperial Supply Co., Newark, N. J., to manufacture bar glasses, fixtures, supplies, etc., has been incorporated with a capital of \$25,000

The erection of a three story brick annex to T. G. Hawkes' cut glass factory, Corning, N. Y., has been begun. It will be finished by July 10

When the Landers building on Walnut street, Springfield, Mo., is completed it will be occupied by the Weaver Glass and Queensware Co., now at 212 West Phelps avenue, that city.

Articles of incorporation have been filed by Zuckerman & Liberman, this city, to make and deal in pottery, etc. Capital, \$16,500. Incorporators: David and Isaac Zuckerman, and Joseph Gans

Frater's Art Glass Co. is the name of a new concern which has been incorporated by Los Angeles, California, people. The capital stock of the concern is given as \$20,000. The directors of the company are William E. Bowles, Frank A. Bowles and G. H. Kimbell, all of Los Angeles.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman familiar with the New England and New York State territory, with a knowledge of crockery, to travel on commission for an old-established pottery. Good trade of years' standing and a snap for a good, live man. Address A B C, this office.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

WANTED—An experienced traveling salesman, preferably one who is familiar with Indiana and Ohio territory. Address, with reference and past experience, GEO. H. WHELOCK & Co., South Bend, Ind.

WANTED—By an importing house, a wide-awake, up-to-date salesman who understands English, French and German pottery and glass, to travel with well-established lines. Correspondence treated confidentially. Address Box 468, this office.

WANTED—Experienced man to take full charge of the manufacture of electrical porcelain. Good opportunity for right man. All applications confidential. Apply by letter. Address ELECTRICAL PORCELAIN, Windsor Hotel, Trenton, N. J.

WANTED—Salesman to handle line of gas and electric glass-ware on commission. Address J. A. C., this office.

BUSINESS OPPORTUNITIES.

A LARGE producer of German feldspar, with uniform output, seeks consumers. Address A. 4817, HASENSTEIN & VOGLER, A. G., Frankfurt-on-Main, Germany.

SITUATIONS WANTED.

CONSERVATIVE and progressive manager and buyer of china glassware and lamps, two last years with a big State street department, wishes to hear from some firm wanting such a man of ability and references. Address FIRST APARTMENT, 1031 East 57th Street, Chicago.

A THOROUGHLY experienced housefurnishings and crockery man would like to correspond with department store wanting a buyer and manager for such departments. Can also manage advertising. Several years' experience, with gilt-edged references. Address W. B. LINGHAM, Merchants' Hotel, Chicago, Ills.

FOR SALE.

FOR SALE—Five kiln pottery adapted for the manufacture of sanitary ware, fire clay, bath tubs, sinks, etc., and all kinds of vitreous ware and porcelain. If sold, special arrangements may be made for bodies, glazes, etc., in use by owner, who has been sixty-three years in the business and who is now retiring by reason of his age. This pottery is in full operation and will be operated until sold. Has never employed traveling salesmen and has continuously on hand orders sufficient to warrant the use of three to five more kilns. Here is an opportunity to get a plant that was rebuilt two years ago and is running to its full capacity. Sold only on account of the ill health of proprietor, a man seventy-six years of age, for whom I am private counsellor. Arrangements may be made also for present owner or his family to retain interest in pottery, if purchaser has not sufficient funds to pay purchase price. Communicate with J. LEFFERTS CONARD, Counsellor-at-Law, Trenton, N. J.

FOR SALE—A plant devoted to the manufacture of stilts, spurs and pins, now in operation on a paying basis, and which is offered for sale only because the owners are anxious to retire. Business has been conducted twenty years at a profit, and was never more successful than right now. Can be bought for \$15,600. This includes fine brick factory building and two frame buildings, six city lots, \$1,800 worth of manufactured stock, and every article of machinery, office equipments and raw materials required for the continuation of the business. An opportunity to step into a profitable business by making a comparatively small investment. Write me for further particulars. M. P. DEVLIN, Counselor-at-Law, 135 East State St., Trenton, N. J.

Best Quality.

Fry Cut
Glass
represents
Value.

BUY IT AND BE
CONVINCED.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.



The illustrations show the table set in our 15106 Buckingham pattern. A magnificent pattern with the charming brilliancy of rich cut glass. Every article shows the superior workmanship; excellent finish and high-fire polish. And the prices are just right. Catalogue showing complete line and price list furnished on request.

UNITED STATES GLASS CO.,

PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware Gold, etched, enameled, engraved and sand-blast Lamps, plain and decorated Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray
& Co.,

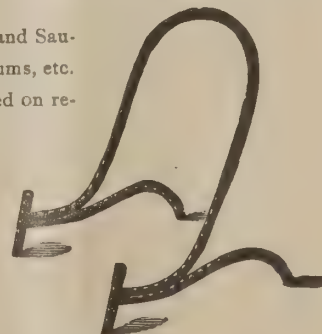
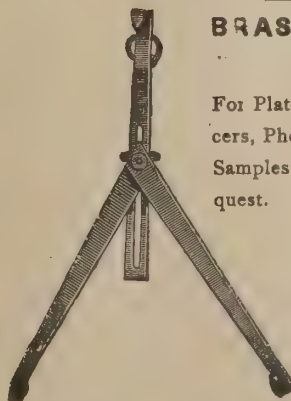
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WE HAVE NO AGENTS.

BRASS EASELS AND PLACQUE
HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc. Samples forwarded on request.



ABELS & CO., 460 West Broadway, New York

MANUFACTURERS

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA
SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

FRENCH CHINA.

We carry import samples of the
cleverest line of

— NOVELTIES —

that ever came across the salty seas.

We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

CHINA. ════════

══════════ JAPAN.

Carlowitz & Co.

537-539 Broadway,

Telephone, 1966 Broad.

New York City.

IMPORTERS OF

Japanese and Chinese Porcelains, Bronzes,
Ivories, Screens, Cloissonnes, etc.

STOCK OR IMPORT.

The

Taylor, Smith & Taylor Co.

POTTERS,

East Liverpool, Ohio, U. S. A.,

MAKERS OF

CHESTER HOTEL CHINA,
CABLE WHITE GRANITE,
VITREOUS PORCELAIN,

White and Decorated.

SHOWROOMS:

303-308 M. and M. Building, Baltimore, Md.

26 South Main St., Memphis, Tenn.

York St., San Francisco, Cal.

1517 Lawrence St., Denver, Col.

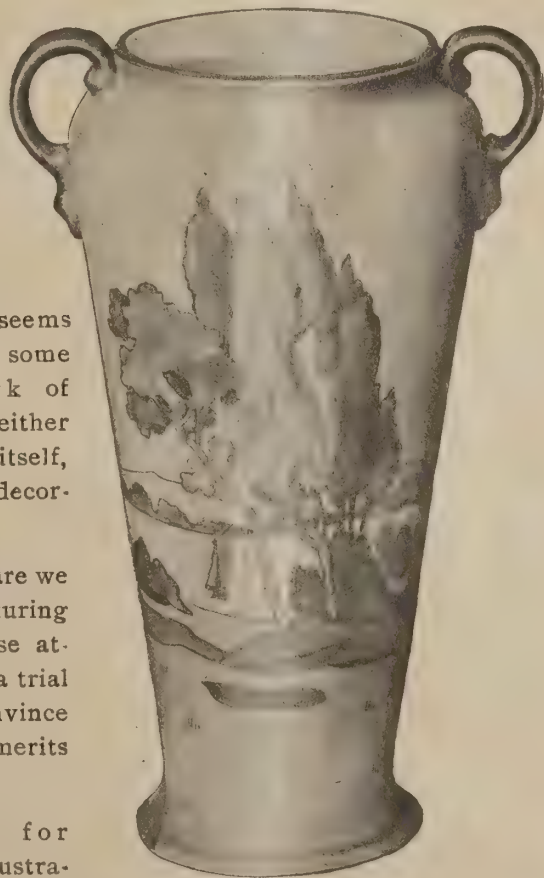
129 East Third South St., Salt Lake City, Utah.

IN THESE
TIMES
EVERYONE
WISHES TO BE
"SHOWN."

Everybody seems to look for some special mark of superiority, either in the ware itself, the shape, or decoration.

The Art Ware we are manufacturing possesses these attributes, and a trial order will convince you of the merits of our line.

Write us for prices and illustrations



Pompeii Shape. Green Tree Design

HUNTINGTON CHINA CO., Huntington, W. Va.

"Producers of Porcelaine for Particular People."

THE LITTLE HOSTESS DINNER SET.



Libbey
"THE WORLD'S BEST"



THE finest workshops and the
finest workmen in the world.
An experience that dates back to
the inception of the industry in
America.

Would it not actually be a reflection upon us if Libbey Cut Glass were NOT the most perfect cut glass?

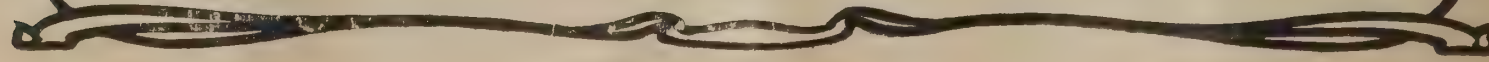
LOOK FOR THE NAME LIBBEY
GRAVEN IN THE GLASS.

==== *The* =====

LIBBEY GLASS CO.

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.





NEW YORK, MAY 30, 1907.

THE CONDITION OF BUSINESS.

While business is not what it ought to be, little spurts here and there have kept things moving. Conditions have not changed materially, and are about normal for the time of year. The unseasonably cold weather still retards buying. But it only requires a little sunshine to stimulate trade. A warm, bright day invariably brings out the buyers. Last year at this time fashionable New Yorkers had boarded up their houses and left for the country. Next week, however, ought to see an exodus. The absence of metropolitan visitors to country and seaside has kept back trade at these places, of course. But as soon as this population is established for the summer their wants will have to be supplied.

The demand for German china from stock is very light. Usually at this time of the year there is quite a call, but for the reasons already mentioned sales are few and far between.

Some excellent orders came by mail to some of the French houses during the past week, and many letters of inquiry for goods already ordered have been received. Delay at the Custom House is responsible for their non delivery, and probably before this week is out the goods will be released.

The English houses have also had good orders by mail during the past week—a very gratifying fact

for the importers, as it is a little out of season for this class of ware.

American manufacturers are still very busy on back orders, supplemented by many new ones. Their only complaint is their inability to satisfy their customers in the matter of prompt delivery.

The glass trade is good in some directions and poor in others. Blown ware is in excellent request, all the manufacturers being behind on their orders. The demand for cut glass is extensive, some very large orders having been recently placed. The June weddings are of course largely responsible for the present conditions. Common pressed ware is not in much request, and as this is the mainstay of the factories the manufacturers would welcome an improvement.

It is said that the glass operatives are preparing to make demands at the July meeting for an advance in wages ranging from ten to twenty-five per cent. With little call for pressed goods, and certainly little or no profit at present prices, it does not seem possible that the manufacturers will be able to pay any more for labor.

The lamp business is only fairly good. The principal demand is for portables, both electric and gas. The quantity of these goods made and sold is astonishing.

While retail trade in the large cities still contin-

ues exceedingly dull, reports from the smaller places are encouraging. Advices from all over the country concur in the statement that all that is needed to stimulate business is a little warm, seasonable weather.

Pittsburgh and Vicinity. Business for the past week, while considered up to the average, was not as good in retail lines as had been hoped for. The few bright days showed what would be done if summer weather would but come. Cut glass had a good sale, and there was quite a demand for imported china. Domestic crockery was active among the jobbers and manufacturers' agents. Resident representatives of Eastern importing house; announce some heavy business booked for fall delivery. Glass manufacturers report a very healthy condition, having all they can attend to.

East Liverpool and Vicinity. While the situation among the Western pottery manufacturers is reported somewhat quiet, business is not dull. There appears to be a little lull at present, but it is regarded as only temporary. Mail orders have been rather fair during the week, while road salesmen have been sending in some nice business. Collections are not what they should be.

Wheeling and Vicinity. Glass and pottery manufacturers throughout this section announce a satisfactory business. All the plants are making full time. Attention is being given mainly to immediate orders, although here and there some future business is being assembled. The summer shutdown will be very brief.

THE CITY'S HOUSEFURNISHING SUPPLIES.

SOME curious discrepancies have been brought to light by the investigation of the Bureau of Public Buildings now on in this city. The bureau's books show that there are 262 hair brooms in the storeroom, the inventory 219. The books show 228 whisk brooms ready for service, whereas an actual count brought to light only 55. According to the bureau's ledger there are 177 counter brushes in the storeroom, but the most the investigators could find were 91. On paper there are 90 scrub brushes, but actually only 31. There ought to be 180 cans of furniture polish, but the investigators had to go some to find 20. Scrub cloths total up on the bureau's books to 1,055, but 496 are all that are left. Evidently somebody has a great fondness for feather dusters. The bureau books show 575 on hand, the inventory 44. Somebody has apparently hit the city soap box for more than 2,000 cakes. The bureau ledger shows 4,073 on hand, and the investigators succeeded in counting only

1,765. That is, common scrubbing soap. The toilet soap box is about 500 cakes shy.

Then again somebody seems to have been generous with dustpans. The books show 41 on hand and an actual count 74. But in the case of mop wringers and mops the philanthropy game has apparently been played to the limit. The bureau's books show only 6 wringers and 219 mops on hand. The investigators counted 70 wringers and 1,752 mops in the storeroom. The investigators are sure that nobody could have worked off any old mops on them. They declare they know a second-hand mop when they see it. These were cotton mops. There was another variety of city mop, of which the bureau's ledger showed 1,138 received and 1,156 disbursed. That seemed to be going some for mops, but it couldn't touch the ash can record. Of the latter 254, according to the books, had been received in the storeroom, and 282 disbursed. The inventory by the investigators showed that there were still 36 on hand.

Max Cramer, of the Metropolitan Supply and Equipment Co., was invited to take his books to the District Attorney's office and tell what he knew about things. The Franklin Contracting Co. also had to show their books. A general house-cleaning is going on in Borough President Ahearn's office.

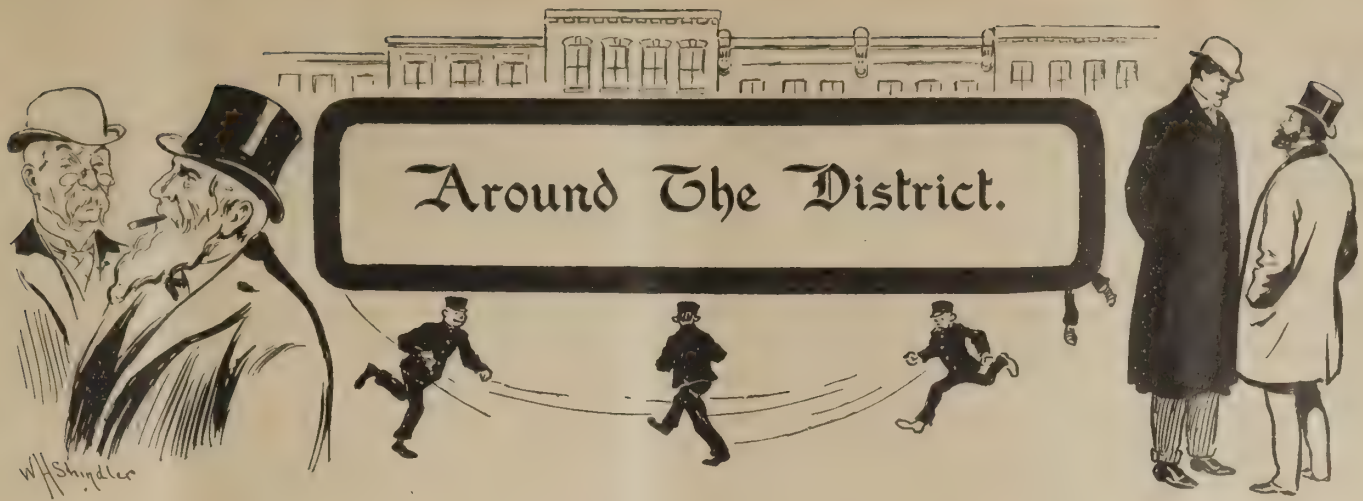
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 11, '07	Correspond- ing period 1906	Exports Jan. 1 to May 11, '07	Correspond- ing period 1906
Boston	74	77	2218	2442
New York	195	156	2658	2085
Baltimore	385		7387	4865
Philade.phia.	68	24	040	558
New Orleans	11	....	2951	1455
Newport News	....	....	497	406
San Francisco	....	....	146	847
Portland (Me.)	127	....	3403	341
Galveston	....	....	578	353
Portland (Or.)	....	87	20	524
Inland Points	1	157	140	4778
Total ..	861	451	20983	18104

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g May 11 '07	Correspond- ing period 1906	Exports Jan. 1 to May 11, '07	Correspond- ing period 1906
New York	195	156	3078	257
Boston	74	77	1853	2557
Philadelphia	141	24	1089	533
Baltimore	395	....	7200	5038
San Francisco	....	....	146	317
New Orleans	11	...	2719	1695
Portland (Me.)	95	....	1847	293
Galveston	....	...	489	384
Newport News	....	....	492	291
Portland (Or.)	....	37	20	575
Inland Points	1	157	61	5497
Total....	902	451	18904	19276



THE cold, wet and disagreeable weather that has prevailed in and around New York has had a depressing effect on trade, although the monotony was relieved a little the latter part of last week by exceedingly good mail orders, and the few visitors who came did some buying. There is still a hope that the trade which has held off for the last month will have to come between now and the first of July.

Bawo & Dotter commenced this week to revolutionize their fifth floor, where the import samples have hitherto been shown. A busy corps of people has been working all the week arranging for a display of stock goods, which are now being unpacked. It is hoped that by a week from Monday all the new lines will be displayed, and some very attractive things are promised.

The Bradley & Hubbard Mfg. Co. have nearly all the samples of their new lines ready for exhibition. These include lamps, gas and electric portables, hanging lamps, desk furniture, fancy ornaments, smokers' sets, chandeliers and fireplace appliances. In the oil lamps great originality of design is shown, and noticeable among them are square shapes with round founts. This is not squaring the circle, but comes very near it. They are certainly pretty, regardless of the geometrical difficulty. These are in Colonial brass, plain and shaded. Their line of electroliers is simply wonderful, starting with the cheapest and running up to large and elaborate affairs. They have gas portables from fifty cents upwards, and in almost endless variety. Their art shades in cathedral glass are in beautiful shapes and designs.

At the Fostoria Glass Co.'s local showrooms, 66 West Broadway, John Nixon opened this week samples of a new decoration which is a distinct departure from anything that has ever yet been shown on lamps. Iced dome shades are decorated in the usual manner with transparent colors, while all the rest of the shade

is filled in with a plain dark tint. The effect is very striking, as the flowers and iced effects show through the light portions, while the dark color gives a fine background for the rest of the decoration. The same style is employed with leaded glass effects instead of floral subjects. It is so unique a change that its success seems a foregone conclusion.

In a couple of weeks the Ceramic Importing Co. will be prepared to close out all of its import samples preparatory to the arrival of new ones. These close-outs are all of 1907 origin, and include specimens from the French, Swedish and Norwegian factories represented by the house.

The Irving National Exchange Bank makes a showing of its resources on our first page this week that is worthy the attention of all crockery and glass men who may require banking facilities. It is equipped to do every kind of business, domestic and foreign, that comes under the head of banking, and is particularly prepared to handle out-of-town accounts. Full particulars may be obtained by corresponding with it.

Plume & Atwood have all their spring lines now ready for exhibition, and among them are electric and gas portables which outstrip anything they have ever made in these goods. They are showing more than a hundred patterns, at prices ranging from seventy-five cents each upwards. It has been their aim this year to make plain, solid, substantial designs at popular prices, and they have succeeded in producing a line which is bound to sell. Some of the designs are in the Mission style. One in particular, in Old English brass, reinforced and hand riveted, is about as clever a bit of designing as one could ask for. Nearly all of their patterns this year are hand-made, and how they produce them at the price is remarkable. They are making for the first time an electric attachment which can be fitted to any central draft oil lamp. This device screws on to a No. 3 collar and the lamp

then becomes an electric portable. When detached the lamp may be used as an ordinary kerosene illuminant. They also have a new mammoth lamp, and some new nickel patterns. Their elegant new ware-rooms at No 279 Broadway are well worth a visit.

The committee which is superintending the golf tournament has been busy. Investigation shows that there are no less than 108 golf players in the crockery trade, and a circular will be sent to each of these, giving details of the tournament. The games will come off probably the last week in July, either at St. Andrew's Links, Putnam, N. Y., or at the Baltusrol Links, Short Hills, N. J.

The building in which the offices of the Oneida Community Co. are located, 395 Broadway, was struck by lightning on Monday afternoon. There was a blinding flash, and a severe shock was felt, but no serious damage done.

There is no lack of variety either in the shapes or decorations of the hall and library lamps just brought out by the Pittsburgh Lamp, Brass and Glass Co. The hall lamps, particularly, are fashioned in a manner suggestive of ancient as well as strictly up-to-the-minute ideas. Among the former are several of the Egyptian type that are exceedingly pretty. They are garbed in cathedral, crystal etched, leaded, mosaic and heraldic designs. In the library lamp selections, which may be secured with or without fringe and prisms, the decorations are largely of the floral and monochromatic styles. These lamps are fitted with both spring and weight extensions.

The Silversmiths Co., the new silverware combination, has issued \$3,000,000 certificates of indebtedness, which are being circulated in this market and New England cities. The notes run for three years, and bear interest at the rate of six per cent. The Silversmiths Co. holds all the capital stock of the W. B. Durgin Co., W. B. Kerr Co. and practically all the Whiting Mfg. Co., in addition to a very large ownership of the common stock of the Gorham Mfg. Co., and other companies in similar lines of business. The issue of indebtedness is limited to \$4,000,000.

At the annual outing of employees of the Budde & Westermann Co., on Saturday, June 8, at Semler's Midway Park, Grant City, Staten Island, prizes will be offered for bowling and other games, and there will be a good dinner.

A CHEERFUL disposition makes sunshine for all who come in contact with it.

MAKE YOUR CLERKS EFFICIENT.

HOW many clerks do you employ, Mr. Merchant? How do they average up in efficiency? How many real salespeople can you count among them? How many competent, efficient business builders and trade producers? Will they total up ten per cent.? If they do you can figure that another 40 per cent are just "fair average ability"—not much of an acquisition, and not a hindrance or impediment. Good enough to get along with, but not much of a loss should any of them wish to "make a change." They feel that their positions are safe, and you feel pretty sure that they are safe where they are—not much chance of their qualifying for anything better.

But do you realize that this half of your effective force is really doing your business with your assistance as manager, buyer and general director?

Forty per cent. of the balance just fill a position by being on hand to see that customers are not kept waiting. Their business efforts are expended in handing out merchandise to customers you have already made without their assistance, and who would buy your goods even if they had to put a coin in a slot and push the button. The operation is very similar.

This section of your help contributes absolutely nothing toward furthering your business or even holding your trade. Whatever is done along those lines must be done altogether by the force and policy of the house, and in spite of their aimless, effortless, time-killing servitude.

Of the remaining ten per cent. the least said the better. The only effort they ever make is in putting on a "good front" when "looking for a job," and in "knocking" every store they blight with their presence. How they get in is often a mystery; how they get out is easily told.

What can be done with all this raw material, this 40 per cent of mediocrity, and the other 40 per cent. of low-grade stuff? Don't you often feel like firing the whole crowd? It might certainly afford a relief, but it would not provide a remedy.

Take a common-sense, business-like view of the situation. Some of those mediocrities have been with you for years; even the incompetents have enjoyed enough pay days at your expense to have done something worthy of note. And next to nothing have they done, you say?

Don't think for a moment that that settles the whole matter. When those people entered your store they were put behind certain counters to learn the sections entrusted to their care, and to wait on customers. That is practically the whole course of instruction they received. Whatever they learned besides was picked up from their fellow mediocrities and incompetents. Could you reasonably expect any better brand of service from such treatment and environment?

What have you done for them? Just paid them their wages and given them a calling down when you felt like it. Even your managerial criticism has been

destructive instead of instructive; lowering and smashing, instead of raising and upbuilding.

The art of salesmanship is one of infinite variety; full of difficulty and delicacy. Yet less has been done for its promotion and welfare than for any other business under the sun.

If it were not for the natural-born geniuses that accidentally drop into the ranks from time to time, salesmanship would become a lost art. And the merchant is more than half to blame for the evils he has to endure.

Resolve that you will have the best force of salespeople in your city. Then you can make it the best in the State. After that you can challenge its equal in the whole country.

Form voluntary classes of business salesmanship among your employees. Compulsory attendance would defeat the aim in view, because you cannot compel willingness and loyalty, and one sorehead would quickly spread dissatisfaction and stop all progress. Admit none but patient, willing students. Then hire a teacher or qualify yourself to take up the task.

Commence at the beginning, and stick to the commencement until the first principles of successful salesmanship shall have become second nature and first thought. This will effectually eliminate the "Yes ma'am" "No ma'am" incident from your ranks of assistants. Teach them the why and wherefore of all the goods they handle daily. Help will come from the requirements of the students, and progress be rapid—*Dry Goods Economist*

PREPARING FOR EXPORT BUSINESS.

THE question of export business is lately becoming more popular than was the case not so long ago. The enlargement of producing facilities brought about by heavy demands at home has resulted in plants and equipment capable of continued large output in excess of probable demands of lean years—at least, such is to be the experience if history repeats itself. As a larger proposition, there is getting to be the belief that a regular export trade ought to be a normal feature of American industry. There have been unsatisfactory experiences in conducting business in far away centers, but these sometimes costly experiments will serve their stead in the present development of plans. The distant commission merchant with no very close affiliations with the maker at home has built up a business favorable chiefly to himself and detrimental to some of those for whom he acted, and against whom he was prone to discriminate when ease of making sale and proportion of income for effort made it advisable to act for competitors. There is a growing conviction that a foreign sales manager is far better than a commission agent; but it is probable that the advantage is to be valued only by comparing the selling cost involved with a specified employee serving as a manager of sales with that involved with

a firm serving as a buyer in bulk after the manner of a jobber, whose distribution of the goods is of no special concern. It is possible that where other arrangements are regarded as feasible a plan which has been suggested of effecting an organization to develop foreign business on a more or less co-operative scheme may be advantageous.

There are unquestionably a good number of details which have got to be appreciated by the inexperienced before embarking on export business. There has been so much smoke about faulty crating, annoying payment methods practiced by Americans, and trade literature unsuited to the foreign buyer, that there must be some fire. It naturally behooves a prospective shipper to know something of the justice of the complaints. It has, for example, been the cry that goods made for American consumption are not acceptable to the foreign user, so that a special output designed for him is necessary, when as a matter of fact the objections emanated from foreign makers and jobbers in their strife to prevent a growth of American importation. In the mere matter of correspondence with foreign houses the carelessness about amount of postage used is a cause of irritation which must not be discounted. It is said that nothing angers a European business man so much as to receive letters short of the necessary postage. It is even stated that nine-tenths of the American firms that write to Europe will allow two cent stamps to be put on letters containing a lot of useless circulars sent sealed and which should have ten or fifteen cent stamps on them. There is no reason for wonder if such letters are returned and that opportunities for doing business are thereby lost. The case is known, for instance, of a small package sent from America, and containing something of relatively small intrinsic value, for which the addressee had to pay eighty cents postage due. The export business is a live subject and one likely to receive increasing attention —*Metal Worker*

GERMAN TOY-MAKING.

ONCE a week the wagons go round through the Thuringian forest and collect the toys that have been made in the wooden cottages, and take them to the city. In Sonneberg itself there are great toy factories. There they make the heads for dolls, using porcelain or papier-mache or some other composition—for wax dolls are not made any more in the German world. There, too, the leather dolls are made, and all those trinkets of glass and gilt that are hung on Christmas trees, and the woolly dogs and sheep. Thirty-thousand grown-ups are employed in this pleasant trade in the Thuringer Wald alone, and two-thirds of them work in their own homes. And lest the art should be lost, a paternal German government has established a toy-school at Crunhainichen, where the pupils are taught—not such negligible things as reading and writing—but the best way to make toys,

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway New York

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	\$2.00
Canada	3 00
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 30 1907

ENCOURAGE YOUR EMPLOYEES

MERCHANTS who find it difficult to obtain the best services of their help are often unable to understand the cause. They usually attribute this lack of sympathy between themselves and their employees to carelessness, indifference or want of ambition on the part of the latter. Rarely do they impute any of the blame to themselves. Yet a study of the conditions surrounding the employees of firms that complain in this manner will often develop the fact that the house itself is at fault. No store that encourages its employees to feel a proper interest in its business ever has any serious trouble of this kind. It is almost always the house that, by its lack of appreciativeness, smothers any spirit of enthusiasm that may be kindling in their ranks.

Our attention to this particular element in present day merchandising has been attracted because of three items that appeared in a recent issue of this journal. One chronicled a circus party that a Washington department store had given to its junior employees. Another referred to a vaudeville entertainment arranged by a Scranton concern for the exclusive enjoyment of its employees in the several Pennsylvania towns wherein it conducts stores. The third item alluded to the publication of a monthly store paper solely for the benefit of its employees by a firm in Davenport, Ia.

While there may be nothing original in any of the three methods adopted for the entertainment of the

employees of the stores in question, the incidents are worth noting for the very important reason that they demonstrate that the firms which have thus recognized the social comfort of their help have improved and strengthened the loyalty and interest that the latter will feel in their welfare. Every human being, no matter how lofty or how menial his position, likes to understand that his efforts are appreciated. More than the mere mercenary side of the average employee's nature must be catered to if the employer is to expect the best results.

The means that may be adopted by an employer to thus inspire his employees to their best endeavors are numerous and varied. A large pottery manufacturing concern in Trenton, for example, gives away \$1,000 in cash prizes every year to employees who tender the most valuable suggestions relative to the office and manufacturing branches of the business. These awards of cash have been made by the company for several years, and the results have been highly beneficial. A couple of retail stores in the West pursue a somewhat similar method; but their prizes, of course, do not represent so large an outlay of money. Their awards, too, are made in return for suggestions regarding window-dressing, salesmanship, office details, etc. Still another plan in vogue in a number of stores makes it possible for salespeople to win cash prizes for sales over a specified amount.

The primary object of all of these schemes, regardless of whether or not a cash award is involved, is to inspire the employees to exert their very best efforts. The knowledge that their employers are interested in their progress in more than a purely money-making sense is calculated to have a highly stimulating effect upon them. The idea is worthy of at least a trial by every merchant who feels that his help are not sufficiently interested in his welfare. If circumstances will not admit of the giving away of cash or other prizes, the merchant may in a number of other ways prove that he desires his employees to be more comfortable, happy and prosperous.

PERSONAL.

"OCEAN steamers never race." It is not at all unusual, however, to find that the pressure of steam is increased when two of the greyhounds come together in mid-ocean.

Edward Butler was a passenger on the *Lucania*, which arrived here Saturday. About ten o'clock in the morning a large steamer was sighted ahead, and a little later it proved to be the *Touraine*. At four o'clock the *Lucania* passed her, and came to anchor inside Sandy Hook about midnight. Mr. Butler said that the voyage up to this time was without incident, but excitement ran high until the *Touraine* was overhauled. He brings with him a larger and

better assortment of samples than he has ever before shown—but of these something will be said later.



F. J. Waight is no longer connected with the Emery, Bird, Thayer Co., Kansas City, Mo., and Geo. A. McCoy is at present buying the china and glass.



W. H. Dunn has gone West for several days to visit some of the potteries and glass factories represented in this market by W. H. Dunn & Co.



Mr. Baker has given up the post of buyer for H. G. Woolworth & Co., the five and ten-cent syndicate, in order to establish himself in the leather novelty business in Nutley, N. J. Mr. Woolworth, head of the concern, has concluded to do the buying in Mr. Baker's place. As in the past, he may be found at 290 Broadway, this city.



J. Latzer, who recently resigned as crockery buyer for the Katz & Goldsmith Co., Braddock, Pa., returned to his home in New York a few days ago. He has made no arrangements for the future, but is in communication with a couple of houses.



Geo. T. Nichol and Geo. W. Moore, with Carlowitz & Co., came home from their respective territories last week. Mr. Nichol will remain in New York for a short while. Mr. Moore left on Wednesday by steamer for New Orleans, where he will make a short stay.



Norman Walker, who has been out for ten weeks in the interest of Meakin & Ridgway, is home, by steamer, from New Orleans.



Jas. Douglass, who represents several English firms in this city, leaves for England on the Celtic, May 31st, to visit his factories. He will be gone about six weeks.



Jesse Birn, who conducts a retail crockery store at 219 Grand street, this city, announces his engagement to Miss Corinsky. A reception celebrating the auspicious event will be held June 16.



Justin Tharaud, with Endemann & Churchill, returns from his Southern trip about the middle of June, and sails a couple of days later for France. It will be his first visit to his home there since he came to this country several years ago.



Wm. D. Dougherty has been decided upon as E. H. Mays' successor in the management of the Consolidated Lamp and Glass Co.'s New York showroom, announcement of which change was made last week. Mr. Dougherty has been identified with the concern

in the capacity of a traveling salesman for a few years and is in every way qualified to replace even so capable a gentleman as Mr. Mays, whose resignation has been inspired by his determination to engage in another business.



A. A. Bean, New York manager of the Mitchell, Woodbury Co.'s store, left on Wednesday night, accompanied by his wife, to spend the week's end in Boston.



Harry G. Mills, with the Homer Laughlin China Co., East Liverpool, and now on his vacation, spent a little time in New York this week.



J. H. Platt, who was formerly with Burley & Co., Chicago, is now connected with L. Barth & Sons, this city.



Chas. F. Binns, director of the New York State School, Alfred, N. Y., was an office-caller a few days ago. The attendance at the school during the season about to close, said Mr. Binns, has been larger than ever before in the institution's history. The number enrolled for the ceramic course was especially encouraging.



Geo. A. Boomer, San Francisco representative of the Plume & Atwood Mfg. Co., has removed to room 258 Hansford Building, 268 Market street, that city.



Chas. Weiss, with Chas. Streiff, New York representative of Wm. Guerin & Co., sailed on the Providence last week for a visit to the factory at Limoges.



Chas. H. Woodbury, of the Mitchell, Woodbury Co., is expected to arrive in New York from Europe June 6 on the Campania.



W. S. Pitcairn will leave Liverpool June 1 for New York, and is due here on the 8th.



J. W. Brooks, of Pitkin & Brooks, Chicago, came in to New York on Friday of last week for a few days' visit.



H. F. Weber, of the Haskins Glass Co., is at the Bartholdi Hotel this week with a line of samples.



Thos. E. A. Dugan, of the Dugan Glass Co., Indiana, Pa., spent three or four days in New York this week with Alex. Menzies, his New York agent.



W. R. Nieper, with the Dohrmann Commercial Co., San Francisco, who arrived here from Europe recently, will leave on Monday next for his home in

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California, stopping at Pittsburgh, East Liverpool and Chicago en route.



J D Dithridge will sail for a short vacation trip to Europe June 1 on the Princess Irene



Fred Seegers, with the E. M. Knowles China Co., East Liverpool, is in Boston this week with a line of samples.



L C Bergman, of E. Bergman & Son, this city, has temporarily removed to a farm in Bucks county, Pa., where the outdoor life that he is leading is expected to improve his health, which has been failing for some time.



Arthur W Gans, of Ferdinand Bing & Co.'s Successors, sailed for Europe on the Touraine, leaving May 30.



The many friends of Thos. F. Waldron, of the editorial staff of the JOURNAL, will regret to learn that he was seized with a severe attack of pneumonia on Sunday night. He had arranged to sail for Europe on a vacation June 1. At this writing his condition is somewhat improved.



A. H. Heisey was in New York the early part of the week. He left here to spend the holiday at Atlantic City, his favorite resort.



Thos. Downs, Jr., Philadelphia, was visiting friends in the District this week.



John Ryles will take his vacation this year beginning June 8. His recreation will be simply absence from business combined with an occasional daily excursion to some nearby place. Little old New York and its environs are good enough for him, he says. He is a faithful old warhorse, and probably the best known salesman in the lamp business.

PHILLIPS WINS THE \$20,000 SUIT.

THE contention raised by Henry D. Phillips, to the effect that he has paid \$20,000 of stock subscriptions to the defunct Hart Brewer Pottery Co., was sustained on Monday by Judge Joseph Cross in an opinion filed in the United States District Court on the argument made a week ago for an order to review certain decisions made by Samuel D. Oliphant, as referee in the Hart Brewer Pottery litigation.

While confirming the referee on certain points, with reference to the most important one involved the court says: "As to the payment of the \$20,000 subscription, I think from the evidence the referee

should have found that it had been paid. Speaking generally, Mr. Phillips' original stock subscription was \$10,000. He swears that he agreed to take over Mr. Brewer's subscription of \$10,000, and did so upon the understanding that moneys advanced by him to the company and not repaid were to go on account of these stock subscriptions. Mr. Phillips produced a paper signed by Mr. Brewer which shows payment on account of stock subscriptions to amount to more than sufficient to satisfy the same. This paper, taken in connection with the claimant's testimony and the payments unquestionably made, entitles Phillips, in my judgment, to a finding that his stock subscriptions have been paid."

TOUGH ON HOPKINS.

THERE is a strong physical resemblance between E. T. Hopkins, manager of the Homan Silver Plate Co., and John L. Sullivan, the former world's champion pugilist. This fact, supplemented by the practical-joking tendencies of a party of fellow-salesmen, caused Mr. Hopkins' recent stay in Philadelphia to be more eventful than usual. On the occasion in question he occupied a sample-room at the Bingham House. So did H. P. Muirheid, with Maddock & Miller; John Hohman, of Fensterer & Ruhe; C. B. Bergen, with J. J. Niland & Co., and Mr. Birch, with Bawo & Dotter. One of the hotel porters, after a critical survey of Mr. Hopkins' massive physique, inquired of Mr. Muirheid concerning his identity.

"That's Sullivan," replied the straight faced Muirheid.

"Not John L., boss, is it?" asked the colored man excitedly.

"Yes; that's the former champion fighter."

"Golly!" said the porter, as he darted towards the elevator; "I'll have to tell the boys."

He was as good as his word. A few of the more skeptical porters later put the same inquiry to Messrs. Bergen, Birch and Hohman, who had in the meantime been tipped off by Mr. Muirheid, and, of course, they were again assured that the "b'g fellow" was none other than John L. traveling incognito. At first Mr. Hopkins was amused by the attentions paid to him, but as the number of his admirers continued to increase he began to realize that being a popular idol was not entirely desirable. The news of Sullivan's alleged presence spread to the street, and newsboys, bootblacks and unemployed street gamins waited for his appearance. Mr. Hopkins was surrounded by a horde of shouting, wildly-excited boys when he next ventured outdoors, and after walking in an embarrassed way for fifty yards he concluded to again seek refuge in the hotel. This outdoor demonstration was repeated the next day, despite his heroic efforts to disclaim relationship with Sullivan. The situation became so insufferable, in fact, that he finally packed up his belongings before the time

appointed for his departure, and came back to New York to enjoy the privacy to which he had been accustomed.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
May 28, 1907.

ANTWERP		
159	packages glassware.....	B Gunthel
2	"	Fensterer & Ruhe
28	"	W P Graham & Co
4	"	J M Shaw & Co
154	"	Miscellaneous Orders
7	earthenware.....	Strobel & Wilken Co
28	"	G F Bassett & Co
2	"	Bawo & Dotter
80	"	Geo Borgfeldt & Co
2	"	Fensterer & Ruhe
58	"	L Straus & Sons
16	"	Miscellaneous Orders
1	toys.....	F A O Schwartz
8	"	C B Rous
16	"	Strobel & Wilken Co
172	"	Miscellaneous Orders

BREMEN		
89	packages glassware.....	L Straus & Sons
2	"	A Steinhardt & Co
27	"	Strobel & Wilken Co
168	"	Miscellaneous Orders
58	chinaware.....	C E Wheelock & Co
1	earthenware.....	Geo Borgfeldt & Co
45	"	Knauth, Nachod & Kuhne
1	"	N Wapler
42	"	The Julius Levy Co
41	"	Strobel & Wilken Co
41	"	Miscellaneous Orders
87	toys.....	L H Mace & Co
4	"	Hamburger & Co
1	"	A Steinhardt & Co
79	"	Strobel & Wilken Co
116	"	Miscellaneous Orders

ROTTERDAM		
99	packages earthenware.....	C L Dwenger
257	"	Bawo & Dotter
27	"	L D Bloch & Co
119	"	Geo Borgfeldt & Co
79	"	Karl Hutter
38	"	L Straus & Sons
138	"	Miscellaneous Orders
22	chinaware.....	Geo H Wheelock & Co
224	"	C E Wheelock & Co
90	toys.....	B Ilfelder
35	"	Hamburger & Co
5	"	A Steinhardt & Co
72	"	Miscellaneous Orders

LIVERPOOL		
21	packages chinaware.....	Bawo & Dotter
32	"	Blakeman & Henderson
16	"	C L Dwenger
10	"	F W Jenkins & Co
25	"	Paroutaud & Watson
48	"	J H Venen
10	"	Miscellaneous Orders
27	earthenware.....	Geo H Wheelock & Co
46	"	Chas Ahrenfeldt & Son
79	"	The Julius Levy Co
5	"	C E Wheelock & Co
6	"	Strobel & Wilken Co
15	toys.....	"

HAMBURG		
85	packages glassware.....	Fensterer & Ruhe
15	"	G F Bassett & Co
73	"	Eimer & Amend
18	"	Strobel & Wilken Co
66	"	Miscellaneous Orders
2	chinaware.....	C E Wheelock & Co
80	earthenware.....	Bawo & Dotter
3	"	Chas Ahrenfeldt & Son
5	"	F Bing & Co
41	"	L Straus & Sons
4	"	J Wygand & Co
20	"	The Julius Levy Co
50	"	Strobel & Wilken Co
98	"	Miscellaneous Orders
26	toys.....	Geo Borgfeldt & Co
33	"	B Ilfelder & Co
4	"	Samstag & Hilder Bros
110	"	Strobel & Wilken Co
71	"	Miscellaneous Orders
5	humoricas.....	Strobel & Wilken Co

COPENHAGEN		
379	packages earthenware.....	Geo Borgfeldt & Co
198	glassware.....	Brown Bros
113	"	Miscellaneous Orders

FIUME		
33	packages glassware.....	J Palme
28	"	F W Woolworth

LIMOGES		
150	packages chinaware.....	W L Briggs

HARE		
64	packages chinaware.....	Paroutaud & Watson
20	"	Endemann & Churchill
22	"	L Straus & Sons
4	"	Haviland & Co
27	"	Vogt & Dose
23	"	Wm Guerin & Co
83	"	Miscellaneous Orders
196	glassware.....	E Utard
175	"	Miscellaneous Orders

BORDEAUX		
18	packages chinaware.....	A G Moment
22	"	L D Bloch & Co
10	"	Ceramic Importing Co
80	"	Vogt & Dose
129	"	Haviland & Co
69	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LONDON		
4	packages earthenware.....	P L Carbone

LIVERPOOL		
43	packages earthenware.....	Jones, McDuffee & Stratton Co
3	"	Reichner Bros
3	"	Richard Briggs Co
25	"	Miscellaneous Orders

HAMBURG		
37	packages earthenware.....	Jones, McDuffee & Stratton Co
3	"	W N Proctor & Co
47	"	F Behrend
8	"	L Wolf & Co
2	"	L E Knott Apparatus Co
23	"	Jordan Marsh Co
4	"	Koscherak Bros
2	"	Chas Emerson & Co
33	"	American Express Co
3	"	R F Downing & Co
7	"	Geo Borgfeldt & Co
160	"	First National Bank
59	"	C J Pierce & Co
48	chinaware.....	C E Wheelock & Co



AMONG THE POTTERIES

Should the cooperage firms in the
East Liverpool and Vicinity. Western district hold out for an advance almost equal to thirty per cent, it is reasonable to expect that the manufacturing potters will have to raise the price of packages to their customers. Definite action is expected within a few days.

G. F. Hankins, of Lexington, N. C., who has been spending a week with Secretary Bowman, of the Globe Pottery Co., has returned to the South. He proposes to handle an import line in connection with his domestic goods hereafter.

Fred Kline, of the Sevres China Co., is working his way East, and after visiting Philadelphia will go South for a month.

A shortage of boys is hampering some manufacturers in the clay shops, especially on jigged ware. The school vacation season is near at hand, however, when sufficient help will be available.

George Goodwin has recovered from the effects of the bicycle collision in Pittsburgh and has resumed his desk at the Goodwin Pottery.

C. E. Bowman, of the Globe Pottery Co., spent several days in Pittsburgh last week.

George C. Thompson, who has been spending some time in Cleveland, is home again.

Thos Cannon, of the Potters' Co-Operative Co., will sail from New York June 5 to visit his parents in Ireland and to make a tour of the Continent.

Arthur Mountford, art director of the Homer Laughlin potteries, has been advised that his son, Frederick A., has successfully passed all examinations at the West Point Military Academy.

Douglass Shanks, of Glasgow, Scotland, formerly assistant manager for Brown, Westhead, Moore & Co., Stoke-on-Trent, England, is making a tour of the

Western pottery territory. It is possible that he will permanently locate in Trenton, N. J.

An improvement in stamping machines, the invention of Charles E. Ball, of Kittanning, Pa., is being introduced to the decorating departments of several Western potteries.

N. A. Frederick, H. A. McNicol and G. C. Thompson, who have been in the East on business connected with the executive committee of the United States Potters' Association, have returned home.

The Warwick China Co. has been granted a permit for the erection of a three story building to replace that part of the pottery destroyed by fire early this year. The improvement will cost probably \$10,000. The new building will be used for decorating purposes. The main part of the pottery, which was only slightly damaged by the fire, has been fully repaired.

All the plants of the Wheeling Potteries Co. are in active operation, and a satisfactory business is being handled in all departments. At the Wheeling and La Belle plants an excellent run on general ware is reported, while at the Riverside and Tiltonville shops heavy orders have been received.

The art line being put out by the Coshocton, O. Pope-Gosser Co is attracting much attention, judging from the heavy business the firm is receiving. The line is characterized by exclusive decorations of the higher class, and the new translucent body is regarded with much favor.

"We are doing a good business. All our lines are taking well," says J. B. Warner, of the American China Co. Since Mr. Warner associated himself with this firm business has been increasing at a remarkable rate.

The new lines placed before the trade early this season are meeting with great success.



"Every department running full in Sebring, O. every plant" is the announcement made at the potteries here. A number of new things are contemplated for the fall trade.



It is possible that there will be Newell, W. Va. another industry in Newell within the next few weeks that will add another hundred to the number of people employed here. The concern behind the enterprise is the Gem Clay Forming plant of East Liverpool. The company is engaged in the manufacture of clay specialties.

FINAL DECISION IN FRENCH CHINA CASE.

THE protracted controversy over the market value of French china imported at this port came to an end Tuesday when General Appraisers Fischer, Howell and De Vries, sitting as a sub-board of the Board of United States General Appraisers, rendered a decision ordering an advance of 16½ per cent. over the entered value of the china. The decision of the board is final.

THAT \$50,000 WORTH OF "ANTIQUES."

ON a writ of replevin and attachment obtained by Solomon Guggenheim, deputy sheriffs entered the office of J. Edward Boeck, the departed jewel borrower, at 170 Broadway, on Monday and carted away the collection of vases, porcelains and Chinese curios which are all the tangible assets which Boeck left behind him when he took his sudden flight. There were about sixty pieces, mostly vases, large and small, and according to Boeck the collection is worth \$50,000. Mr. Guggenheim, who loaned the defaulter \$14,000, hopes so, but is exceedingly doubtful. He will know more after an art expert has taken a look at it.

RECEIVER FOR CLEVELAND STORE.

THE Union Department Stores Company, located near West Twenty fifth street and Franklin avenue northwest, Cleveland O., is in the hands of a receiver. Several months ago the Bullock Company store was broadened into the bigger concern, and a corporation was formed. It was announced that the capital was to be \$500,000, and shares were offered for sale at \$10 each. It is understood that between 300 and 400 Clevelanders purchased small amounts of

stock. Just as the project was being launched two of the promoters were made defendants in legal proceedings begun in Rochester, N. Y., where they had organized a similar concern. The publication of this fact was a hard blow to the Cleveland company.

Three creditors began bankruptcy proceedings against the company in the United States court, asking for the appointment of a receiver. At the same time the Union Department Stores Company, through its president, W. F. Parsons, and its secretary, Charles A. Jewitt, filed an answer asking the court to declare it a bankrupt. Judge Taylor appointed C. A. Niman as receiver.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware

THE following buyers have been in town since our last issue:

Geo Graham, with T Eaton Co, c, Winnipeg, Can. Belmont.

J W Brooks, of Pitkin & Brooks, c, Chicago. Manhattan.

J Moore, with R H White & Co, c, Boston. Cadillac. Mr Burgstrasser, with Albert Pick & Co, c, Chicago. Mr. Bicknell, with Tilden-Thurber Co, c, Providence, R I.

T Glending, with Gimbel Bros, l, Philadelphia.

W D Wharton, Appleton, Wis.

Arthur B. Duncan, Portsmouth, N H.

SOUTHERN PHILOSOPHY.

IN the business office of Thos. West & Co., importers and dealers in china, glassware and pottery, Savannah, Ga., is conspicuously positioned a placard worthy of the deep consideration of every salesman. Here's the way it reads:

"A salesman should know his goods better than one customer or a hundred customers, and under no circumstances should he be so weak as to believe for one moment, because a customer says things against his goods, that the customer is always right."

TIMELY TIPS FOR CLERKS.

FRANK FARRINGTON, who started his mercantile career with a clerkship that netted him a weekly salary of \$1.50, has written "The Clerk's Book," a little volume that contains a fund of good advice to clerks of high and low degree. The publication is filled with axioms that ought to act as an inspiration in the case of salespeople who require an inspiration. The volume is published by the Merchants' Helps Publishing Co., Delhi, N. Y., and is sold at 25 cents.



The weather does not seem to have had any effect upon the glass manufacturers, all of whom have orders enough ahead to keep their plants in operation for months. What is more, they are anticipating a continuation of the present prosperous trade conditions. Reports show there is nothing except the unseasonable weather to blame for a little slow trade in the retail lines. Dealers say that whenever the sun shines the business of the day is heavy.

Frank Allen Mosher, representing the Pairpoint Corporation, New Bedford, Mass., showing a line of lamps and electroliers, maintained a neat display at the Hotel Henry last week. "I am getting more than my share of business this trip," he said. George Sylvia, with the same house, showing a line of cut glass, was also at the Henry.

"Should we stop our factories longer than a fortnight we would never catch up with our orders for fall delivery," announced an official of one of the largest companies in the district. Invoicing and repairs will be made as quickly as possible. To take a six weeks' holiday under the old rule would cripple every factory in the district to such an extent that it would be impossible to recover.

George Walther, of Cleveland, one of the largest jobbers of the northern Ohio district, placed some nice business with the United States Glass Co. during his recent visit to Pittsburgh.

There is an active demand for blown tumblers. Factories making this line are very busy and orders are coming in daily.

At the Pittsburgh offices of the National Glass Co. it is announced that the work of removing the Ohio Cut Glass business from Bowling Green, O., to Jeannette, Pa., is under way. It is possible that the

Jeannette factory will be placing its product before the trade within a short time.

E T Craig, who represents the United States Glass Co. in the Western territory, has started out after being at the home offices for a fortnight.

State Factory Inspector Delaney, of Pennsylvania, has issued an order stating that hereafter employment certificates issued to children between the ages of fourteen and sixteen years must contain an affidavit showing the age, date and place of birth.



The Fostoria Glass Co. holds the record for making the largest shipment of freight by water from this city. **Floundsville, W. Va.**

Over thirty tons of the Fostoria products were sent from here by the steamer Virginia to Louisville—all in one shipment.



So heavy has the business of the Imperial Glass Co. become that the firm has been compelled to make plans to enlarge the factory. A new tank is to be installed which will increase the capacity about one-sixth and give employment to nearly a hundred more people. The firm now employs about five hundred, and is operating thirty-eight shops. The general lines of the Imperial are having a remarkable sale, while the specialties and exclusive patterns are keeping these departments busy continually.



The Crystal Glass Co., which is now in charge of A. J. Bennett, is to be extensively improved. The factory closed down last Saturday, and it is planned to have all changes completed ere the end of the summer shutdown. **Bridgeport, O.**

BUSINESS BRIEFS.

Stewart & Co.'s department store, Baltimore, Md., suffered a loss of \$1,000 by a recent fire.

* *

Poland & Rosin, dealers in Japanese art goods, 62 West 125th street, this city, suffered a loss by fire recently.

* *

W. J. MacFarlane & Co., Rumford Falls, Me., have installed a china, glass and housefurnishing department in their store.

* *

A meeting of the creditors of the Evansville Glass Co. is called for June 7 in room 12 Federal Building, Evansville, Ind.

* *

J. A. Schafer, Seventh street, N. W., Washington, D. C., is selling out his stock and will retire from the crockery and glass business.

* *

H. Birn's stock of glassware, 223 Grand street, this city, was slightly damaged by fire recently. The Eureka Chandelier Co., of the same address, also suffered a slight loss.

* *

The third and fourth stories of the factory occupied by the Manhattan Brass Co., 337-347 East 37th street, this city, were destroyed by a recent fire, which also caused a damage of \$100,000 to stock.

* *

Vice-Chancellor Bergen has handed down an opinion enjoining the Glass Bottle Blowers' Association and its members from further interfering with the business of the George Jonas Glass Company of Minotola, N. J. The opinion severally condemns the methods resorted to by striking glassblowers in the effort to unionize the Jonas factory, which is one of two glass making establishments in the State operating an open shop, and says that a combination to picket a plant for the purpose of interfering with the free flow of labor to an employer for the sole purpose of compelling him to comply with the demands of an antagonistic power is a conspiracy against the property rights of the employer.

STARTED OFF WITH A SWING.

"THE Association of Men Employees of the Joseph Horne Stores," has just been formed in Pittsburgh. The object is to promote business interests and maintain social sessions from time to time. W. J. Stout and H. F. Borland, of the crockery and glass department, and Albert Benswanger, of the housefurnishing department, are members of the board of directors. At the first meeting Mayor George W. Guthrie and Hurbin Horne addressed the gathering in the mammoth dining hall, where over 1,400 people

were assembled. The Helvetia Mannerchor of fifty voices entertained. The first annual outing is to be July 13.

A TALK ON BOTTLES.

WHAT becomes of all the glass bottles manufactured in the United States every year? is the natural query of anyone who investigates the manufacture of glass bottles in this country. Immune from ordinary processes of decay to which almost all other materials used in the making of vessels for everyday use are subject, the glass bottle would be indestructible except for the danger of being broken in handling; yet only a small percentage of bottles are broken in ordinary use. Those which find their way to the junk dealer are sold and resold and used as new bottles, curtailing the number it would be necessary to manufacture; yet the volume of manufactured bottles continues to increase year after year in the United States, employing more and more in the making of them. The demand for bottles has increased so rapidly that the energies of inventors are being devoted to the inventing of machines which will make them fast and of good quality, and many machines are in use which take the place of a half dozen glass blowers each and make thousands of bottles in a day; but the demand still appears to be greater than the supply.

The construction of a machine to manufacture bottles with narrow necks, such as are used most commonly, is the goal of many inventors who are trying to achieve fortune and fame. Up to the present time, success in this line has been confined to machines for fruit jars, wide mouth bottles, etc., and recently an expensive, complicated machine which will make beer bottles successfully has been invented. The greatest amount of bottles, however, is manufactured in the old-fashioned method, with blow pipe. The glass blowers' lungs furnish the air which distends the bulb of hot glass and makes it copy the lines of the mold in which it is being made. It is estimated that the United States annually uses 800,000,000 bottles, and a big army of men is employed in this work.

The goal of many inventors is to design a bottle that cannot be refilled after being once emptied. The ambition of inventors to make this type of bottle is stimulated by a widespread fiction that there is a big bonus to be paid by makers of proprietary goods to any man who will design a practical non refillable bottle. Charles M. Levis, secretary of the Illinois Glass Works at Alton, Ill., says that many men have gone crazy in their efforts to achieve this result, and that hundreds of designs have been submitted to his company for experiments, but not one has proved a success. He declares without hesitation that his experience has shown there is no such thing as a non-refillable bottle.

Such an invention would be a bonanza for bottle makers, as it would be demanded by all makers of proprietary table condiments and whiskies, who would

be able to prevent the use of the bottle bearing their brand after they had been emptied of the contents put in them by the original purveyor. A non-refillable bottle would never be used again, and the junk-dealer competition would be removed from the business field of glass makers.

The United States patent office at Washington has taken cognizance of this fiction because of the annoyance caused by it in that office, and has officially announced that there is no such thing as a bonus for a non-refillable bottle, no matter how advantageous such an invention would be to makers of proprietary goods.
—*Sentinel-Democrat*.

CARE OF GLASSWARE.

CUT glass, if cared for properly, may be preserved intact and retain its brilliancy for generations, and the imitation cut will so much more resemble the genuine if rightly handled. Only tepid water and the purest castile or other good soap should be used for cleansing such articles, and a small stiff brush should be used in order to get every particle of dust out of the cutting. The piece should then be submerged in boxwood sawdust and allowed to remain some little time, so that the sawdust will absorb the moisture and clear the glass. The softest of clean cloth without any nap about it should be used for the final polishing.

Usually, shot or some sort of metal is used for removing sediment in decanters, vases, etc. Such material is likely to scratch the glass, and after numerous cleanings the scratches will show. To prevent this use white potato peelings, leaving them in the articles over night, or for several hours; then wash out with tepid water.

The short life of many pieces of glassware is due to the abrupt changes of temperature to which they are commonly subjected. A dish that has been used for serving ice cream or other very cold substance, or a tumbler which has held ice water, if set near a fire or plunged into hot water is almost sure to crack. Never remove a piece of glass from a closed cabinet and put it in immediate contact with a marble slab or other cold substance. Before using tumblers for iced drinks, place them in moderately cool water for a time, and their safety will be insured.

THE SALESMAN'S TWO MASTERS.

A NUMBER of retail merchants—and wholesalers, too, for that matter—at times give emphatic expression to their impatience with salespeople who, in their opinion, are inclined to study the interests of the customer rather than those of the concern. In many cases the salespeople are told, in so many words: "You are just like the rest; always looking out for the customer, instead of the store."

This, indeed, is a short-sighted policy. It is obvious that the salesman who looks closely after the interests of his customers is the one who will retain those customers, and therefore the one who is most valuable to his employers. That the truth of this statement is generally recognized is proved by the employment by many large wholesale concerns of "general" salesmen, whose business it is to keep in touch with the customer, see that his wants are properly supplied when he comes to the store, and take care that his orders are properly filled when they come in by mail. It is quite right that similar methods should be pursued—in a degree—by everyone who is entrusted with the task of selling goods. For, after all, who is the good salesman? Is it not he who can carry his trade with him?

Nor, from the standpoint of his own welfare, can the salesman be blamed for giving due attention to his customer's interests. If he is unable to hold any part of his trade, his value as a salesman is lessened to just that extent. In other words, his bread and butter, present and prospective, depends upon his treatment of his customers. It is, of course, going too far to say, as some wholesale salesmen have been heard to remark, "I am not working for the house; I am working for my trade," but, on the other hand, there are a number of ways in which a good salesman can oblige his customer without in any wise jeopardizing the interests of his employers.

The same is true of the salesman or saleswoman in a retail store. We do not for a moment suggest that he or she should over-measure or should give one customer any undue advantage over another. But, in the retail end, as in the wholesale, the customer should be accommodated. For instance, say that during the summer months deliveries to outlying points are made free of charge on total purchases of \$5 or more, and say a customer buys goods to the amount of \$4. It is in such case wise and proper for the salesperson to suggest that if the customer buys another dollar's worth she can have free delivery of her entire purchase. Obviously, the suggestion will not only be appreciated by the customer, but will

Simplified Glass Etching

WITH OUR PASTE.



THE design printed with "GlasetchoR" etches the glass *directly*. We solicit the correspondence of the trade. Ask for free samples and particulars.

GLASS ETCHING PASTE MFG. CO.,

329 Grand St., New York.

benefit the concern by tending to bring that customer back to the store when other supplies are needed. Further examples will readily suggest themselves to our retail readers.

Constant readiness to look after the interests of the customer, then—to see that she, as well as the store, gets a square deal—is one of the best forms of loyalty to the business, and, instead of being frowned upon or criticized by the management, such an attitude should be regarded as one of the best proofs of the salesman's merit and worth.—*Dry Goods Economist*.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

WANTED—By an importing house, a wide-awake, up-to-date salesman who understands English, French and German pottery and glass, to travel with well-established lines. Correspondence treated confidentially. Address Box 468, this office.

WANTED—Experienced man to take full charge of the manufacture of electrical porcelain. Good opportunity for right man. All applications confidential. Apply by letter. Address ELECTRICAL PORCELAIN, Windsor Hotel, Trenton, N. J.

WANTED—Salesman to handle line of gas and electric glassware on commission. Address J. A. C., this office.

WANTED—By a large importing house, a salesman familiar with the Western territory and experienced in taking import orders on china and glassware. Address, with references, S. B. 100, this office.

WANTED—TWO THOROUGHLY EXPERIENCED CUT GLASS SALESMEN. ONE FOR THE SOUTHWEST AND ONE FOR THE COAST, INCLUDING CHICAGO. GOOD OPPORTUNITY FOR THE RIGHT MAN. STATE FULL PARTICULARS OF EXPERIENCE. ALL APPLICATIONS CONFIDENTIAL. ADDRESS BOX 470, THIS OFFICE.

BUSINESS OPPORTUNITIES.

A LARGE producer of German feldspar, with uniform output, seeks consumers. Address A. 4817, HASENSTEIN & VOGLER, A. G., Frankfurt-on-Main, Germany.

SITUATIONS WANTED.

A SALESMAN with an extensive acquaintance wants a line for the jewelers, department and crockery trade for the Middle West with headquarters in Chicago. A manufacturer's line preferred. Best of references. Address J. A. D., this office.

SALESMAN of ability, with road experience and capable of handling the best trade, wants position with an importer or domestic manufacturer. Will go to work at once. Best of references. Address Box 469, this office.

SITUATIONS WANTED.

A THOROUGHLY experienced housefurnishings and crockery man would like to correspond with department store wanting a buyer and manager for such departments. Can also manage advertising. Several years' experience, with gilt-edged references. Address W. B. LINGHAM, Merchants' Hotel, Chicago, Ills.

BUYER and manager for two years with large State street basement china department would like to hear from some firm wishing services of a good man with modern methods. Best of reference. Address FIRST FLAT, 1031 East 57th Street, Chicago.

FOR SALE.

FOR SALE—Five kiln pottery adapted for the manufacture of sanitary ware, fire clay, bath tubs, sinks, etc., and all kinds of vitreous ware and porcelain. If sold, special arrangements may be made for bodies, glazes, etc., in use by owner, who has been sixty-three years in the business and who is now retiring by reason of his age. This pottery is in full operation and will be operated until sold. Has never employed traveling salesmen and has continuously on hand orders sufficient to warrant the use of three to five more kilns. Here is an opportunity to get a plant that was rebuilt two years ago and is running to its full capacity. Sold only on account of the ill health of proprietor, a man seventy-six years of age, for whom I am private counsellor. Arrangements may be made also for present owner or his family to retain interest in pottery, if purchaser has not sufficient funds to pay purchase price. Communicate with J. LEFFERTS CONARD, Counsellor-at-Law, Trenton, N. J.

FOR SALE—A plant devoted to the manufacture of stilts, spurs and pins, now in operation on a paying basis, and which is offered for sale only because the owners are anxious to retire. Business has been conducted twenty years at a profit, and was never more successful than right now. Can be bought for \$15,600. This includes fine brick factory building and two frame buildings, six city lots, \$1,800 worth of manufactured stock, and every article of machinery, office equipments and raw materials required for the continuation of the business. An opportunity to step into a profitable business by making a comparatively small investment. Write me for further particulars. M. P. DEVLIN, Counselor-at-Law, 135 East State St., Trenton, N. J.

Fry Cut Glass Wins

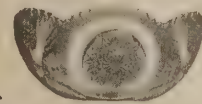
APPRECIATION EVERYWHERE.



IT SELLS

AS FAST

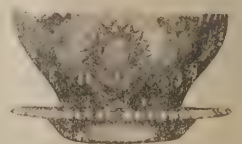
AS IT CAN BE
MADE.



HAS

INTRINSIC

VALUE.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS.

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,

Successors to R. DELINIERES & CIE.,

Limoges, France,

Manufacturers and Decorators of French China.



S. REICH & CO.,

Vienna and Berlin,

Royal and Imperial Austrian Glass Manufacturers.

DUMLER & BREIDEN,

Hohr a | Rh., Germany.

GUERIN CHINA

LIMOGES



FRANCE

An entirely new idea is being worked out now
at factory. Result will be shown in
our next fall sample lines.

ALWAYS TO THE FRONT.

CHAS. STREIFF,

33 Park Place, New York.

We Are Delighted

TO PRESENT TO THE TRADE

The "CROWN"

PATENTED SALT-SHAKER.

With Peppers to Match.

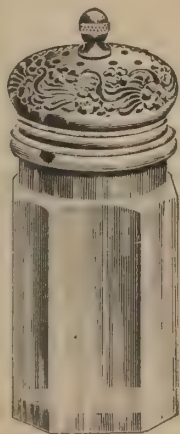
HANDSOME COLONIAL BOTTLES.

ABSOLUTELY NON-CORROSIVE.

SILVER TOPS and FITTINGS.

Clogging in the crown is prevented by a simple device as
shown here. Send for prices and terms.

Special inducements to large jobbers.



The H. & H. Mfg. Co.,

BRASS, COPPER and NICKEL WARE,

Office, Salesroom and Factory: 554-562 West 25th St., New York.

DOWN-TOWN SAMPLEROOM:
With Keane & Martin Co.,
100 Chambers St., New York.

PACIFIC COAST AGENCY:
35 Van Ness Ave., San Francisco, Cal.
In charge of EMIL HOFELD.

OLDEST AND BEST



NEW YORK OFFICE,
29 BARCLAY ST.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
Limoges, France.

James Douglass,

25 WEST BROADWAY, NEW YORK.

Sole Agent for the United States for the following factories

Clementson Bros.
Hanley, England.

John Aynsley & Sons,
Longton, England.

Henry G. Richardson & Sons,
Wordsley Glass Works, Stourbridge, England.

A. G. Harley Jones,
Fenton, England.

Bretby Art Pottery,
Woodville, Burton-on-Trent, England.

John Sadler,
Burslem, England.

Lancaster & Sons,
Hanley, England.

IMPORT SAMPLES NOW READY.



Iroquois China

is a beautiful translucent ware made in America. No imported China is more perfect in pattern, design or decoration. Less expensive to buy and more economical to use than any foreign ware.

Ask your dealer to show it to you. If he does not keep it, send us his name and we will send you free, illustrations of the different styles in colors.

IROQUOIS CHINA COMPANY
Syracuse, N. Y.

Are you getting the benefit of the demand being created for

IROQUOIS CHINA ?

These advertisements reproduced in this publication are the ones we are running in women's papers, and are read by over 6,000,000 people each month. Result—thousands of letters asking "Where can I get Iroquois China in my city?" These inquiries are all referred to the dealer. Wouldn't it pay *you* to handle some of these orders that are sent to you? We will tell you our selling plans if you are interested.

Write to-day for catalogue, price lists and advertising helps. (We don't stop helping you simply because you handle Iroquois China.)

IROQUOIS CHINA CO.,
Syracuse, N. Y.

Pottery at Solvay, N. Y.



The illustrations show the table set in our 15106 Buckingham pattern. A magnificent pattern with the charming brilliancy of rich cut glass. Every article shows the superior workmanship, excellent finish and high-fire polish. And the prices are just right. Catalogue showing complete line and price list furnished on request.

UNITED STATES GLASS CO., PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS :

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

Simplified Glass Etching

WITH OUR PASTE.



THE design printed with "GlasetchoR" etches the glass directly. We solicit the correspondence of the trade. Ask for free samples and particulars.

GLASS ETCHING PASTE MFG. CO.,
329 Grand St., New York.

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA
SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

FRENCH CHINA.

We carry import samples of the
cleverest line of

— NOVELTIES —

that ever came across the salty seas.

We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS.

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

JAPAN.

Carlowitz & Co.

537=539 Broadway,

Telephone, 1966 Broad

New York City.

IMPORTERS OF

**Japanese and Chinese Porcelains, Bronzes,
Ivories, Screens, Cloissonnes, etc.**

STOCK OR IMPORT.

The

Taylor, Smith & Taylor Co.

POTTERS.

East Liverpool, Ohio, U. S. A.,

MAKERS OF

CHESTER HOTEL CHINA,
CABLE WHITE GRANITE,
VITREOUS PORCELAIN,

White and Decorated.

SHOWROOMS:

303-308 M. and M. Building, Baltimore, Md.

26 South Main St., Memphis, Tenn.

York St., San Francisco, Cal.

1517 Lawrence St., Denver, Col.

129 East Third South St., Salt Lake City, Utah.

Some Facts About Radura.

IT has no superior among the matt green pottery produced either here or abroad.

It is fashioned in such forms as jardinières, pedestals, umbrella stands and vases, all of which possess a wide variety in shapes and sizes.

It is purchasable at prices that will interest every dealer.

It is worthy of everyone's inspection.
Take the tip and call.

A. Radford Pottery Co.

Clarksburg, W. Va.

New York Showroom:

W. H. DUNN & CO., 54 Murray St.

THE LITTLE HOSTESS DINNER SET.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of Theodore Haviland is the most popular
brand of French China, and customers should see that the
first name, THEODORE is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.



NEW YORK, JUNE 6, 1907.

THE CONDITION OF BUSINESS.

In sizing up the condition of business New York. one cannot help being influenced by the daily sales. And yet these are often misleading. May was a very disappointing month, taken as a whole, as far as booking orders was concerned. The impression prevailed that trade was fearfully dull; and yet the total as shown by shipments was most gratifying all along the line. In very many instances the charges for that month exceeded those of last year. Most astonishing of all, the shipments from stock increased. Had any one of those who are enabled to report this gratifying state of things been asked the condition of the market one week ago they would have said business was behind. Another strange thing as regards the May business is that more complaints of non-deliveries were entered than usual. It is true that owing to Custom House troubles no French goods were delivered, but, aside from that, many retailers complain that they cannot get their goods. This is true of all the lines we represent, and more particularly so of housefurnishing goods. Whether the extreme backwardness of the spring has had its influence on manufacturers is hard to tell, but the fact remains that nearly every one is behind in his shipments. Pessimists who are trying to think that the end of our wonderful prosperity has come may ponder a little on this state of affairs.

We are entering upon what is now regarded as the dulllest month of the year. In former years De-

cember was placed in that category, but within the last four or five years things have changed, and many good orders are now booked in the last month of the year. The sixth month has become the sluggish one in wholesale circles.

The conditions of retail trade remain practically the same as for the past six weeks or two months. While goods are moving in the large cities, there is no great activity; and yet in the aggregate a great deal of ware is disposed of. In the interior towns of lesser population business continues extremely good. The seaside resorts are suffering somewhat yet, but a change is gradually taking place. The hotels and cottages are filling up, and as evidences of returning warmth and sunshine are seen on every hand, another week will make a big difference.

General conditions throughout the country continue good. Copious rains in the West have saved the wheat crops, and the prospect for a good yield is much better than it was two weeks ago. Early small fruits are scarce and high, but there is yet time for a fair crop should the weather prove favorable.

A careful summary of trade reports from all over the country shows a gratifying outlook. Indications already point to a big fall business, and with anything like decent summer weather trade will equal last year.

Nearly all the Trenton potteries are running ahead of the amount usually turned out at this season of the year, and the unusual activity seems to be due rather to a general healthy growth of trade rather than to any spasmodic cause.

Pittsburgh and Vicinity. When better weather conditions prevailed during the past week business took a boost that was noticeable in all lines. Trading was general all along the list. Inquiries are being made concerning shipments during the summer holiday, and manufacturers are booking a nice future business.

East Liverpool and Vicinity. The potters in this section say that they are booking a future business which is expected to break all past records. Old orders are being cleaned up rapidly now that the off season is at hand, and the manufacturers are thus enabled to devote attention to the new ones. Within a fortnight those firms which have new goods to show will have forwarded samples to all their agents.

Zanesville, O. All the potteries are running full in this district and trade was never known to be in as good condition as now. Many inquiries are being received about future delivery, showing that dealers are anticipating their wants for the fall season.

GOOD CHEER FROM OMAHA.

MR. SAMUEL BURNS, of Omaha, paid us an office visit on Tuesday. Despite the semi-depressed feeling which he says he encountered in some business circles West and East, he was optimistic as to grain crop results later on in the year, and argued from this standpoint that trade prosperity would be resumed and merchants would have another good inning the coming fall months. Mr. Burns places the corn crop of Nebraska alone this season at 250,000,000 bushels, which at forty cents a bushel would yield \$100,000,000, and there are other corn States to be reckoned with, to say nothing of the wheat crops grown in the great producing States of Minnesota, South Dakota, Kansas, etc. Mr. Burns is a firm believer in the prosperous conditions of the country, and he does not hesitate to impress his views on any listener who on account of the late spell of gloomy weather may have become a little faint and weary. The weather prevailing at this writing—fair and prospects of warmer—is just the kind, according to Mr. Burns, that his section of country needs for making large crops. Even if the country should experience another chilly spell the farmers have until

the middle of June to replant, and, with real summer heat to follow, a bountiful harvest can be counted on.

Mr. Burns wishes through the medium of the CROCKERY AND GLASS JOURNAL to be remembered to those of his friends and acquaintances whom he was not able to meet personally on his recent visit to this city. He sailed for Europe on the Oceanic Wednesday. He makes his headquarters with the Omaha Crockery Co., and will serve the interests of that house on his foreign tour.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

A E Schade, of A E Schade Co, c, Cleveland, O.
E Miller, with Dives, Pomeroy & Stewart, c, Scranton, Pa.
Mr Owens, with Hudleston Co, c, San Francisco.
John Marbury, of Marbury-Pegram Co, c, Norfolk, Va.
Ed Jones, of Jones & Sons, c, Youngstown, O.
Mr Heironomus, of Heironomus D G Co, c, Roanoke, Va.
Mr Gray, with Heironomus D G Co, c, Roanoke, Va.
Henry Johnson, with Hamilton & Clark, c, Pittsburgh.
A J Furguson, hf, s, and D J Owler, c, with Callender, McAuslan & Troup Co, Providence, R I.
D B Cavanaugh, with G B Peck D G Co, s, Kansas City, Mo.
John T Morrow, c, Holyoke, Mass
L N Snellenberg, c, Philadelphia, Pa.

AFFAIRS OF EVANSVILLE GLASS CO.

THE schedule of assets and liabilities of the Evansville, Ind., Glass Co. went on record, as was expected, without the signature of President Weil. It is said that he intends to take legal steps against the directors of the company, who, he says, threw the Evansville Glass Works into bankruptcy without the proper procedure, and in such an event his cause would be injured were he to sign the document, inasmuch as he would be a party to the bankruptcy proceedings, which he declares are illegal from the standpoint that the company was brought before the court without his knowledge or consent.

The company's liabilities are set down at \$403,727.61, and the assets \$341,907.98.

A suit has been filed against the company for the recovery of \$106,671.98 alleged to have been borrowed on a series of notes which were issued to keep the concern going, and signed jointly by the persons named in the suit. The plaintiffs, having paid the notes, seek to recover from each of the defendants their pro rata share in the amounts paid to several banks and individuals in Evansville and Indianapolis, from whom the money was borrowed. Among the defendants named are Edward H. Rasch, William Barris,

Tessie F. Lowenthal, Herman Weil, Aaron M. Weil, Louisa M. Britz, Harry Woods, Otto C. Hausserman and Chas. W. Kiltz. Charges of fraud and collusion are freely made, and an interesting time is expected.

FRANK P. ABBOT RETIRES.

FRANK P. ABBOT, of Porcelaines G. D. A., announces that on July 1 he will retire from that company and his connection with the china trade will cease. Mr. Abbot has no plans for the future, and will take a long vacation before he lets it trouble him.

It is not pleasant to report such news as this, and the large circle of business friends Mr. Abbot has gathered about him will sincerely regret to hear it, for he is not only a genial, hail-fellow-well met, courteous gentleman, but also one of the best posted



men in the china trade. He is in the prime of life and perfect health, and it seems a pity that he should withdraw at this time.

Mr. Abbot commenced his business career with Churchman & England in 1868. In 1870 he became associated with Chas. Field Haviland & Co., and remained with their successor, O. A. Gager, from 1881 to 1886. He then became a partner in the firm of O. A. Gager & Co., retaining that interest until 1892, when he entered the newly-constructed firm of Haviland & Abbot. Later he became a member of the firm of Gerard, Dufraissex & Abbot, which afterwards changed to its present title of Porcelaines G. D. A.

A STRONG, ALWAYS-READY CHINA CEMENT.

TAKE eight ounces of the best glue, put it to soak in a wide-mouthed bottle, with half a pint of water. Stand the bottle in a hot water bath, and, when melted, slowly add two and a half ounces of nitric acid, stirring constantly. Effervescence will take place, from the escape of nitrous acid gas. Then allow the liquid to cool. Keep it well corked, and it will remain good and always ready for use.

BUSINESS BRIEFS.

Chas Boldt's flint glass factory, Muncie, Ind., was recently destroyed by fire. Loss, \$35,000. Insured.

The Pelouse Pottery Co., Pelouse, Wash., suffered a loss of several thousand dollars by fire recently.

The Brill Department Store, Oshkosh, Wis., was burned recently. Stock totally destroyed. Insurance \$30,000.

H. C. Bearce, crockery dealer, Skowhegan, Me., has closed out his business at that place and moved to Rumford Falls.

Fire caused damage of about \$1,000 to the kiln shed and decorating room of the Pennsylvania China Co. at Kittanning, Pa., May 30.

Judge William M. Lanning in the U. S. Circuit Court at New Brunswick, N. J., last week dismissed the suit against the Consolidated Fruit Jar Co. brought by J. C. and L. A. Allen.

R. S. Jones, of St. Louis, is about to start a pottery at Oklahoma City to make sewer pipes, tiling, jardinières and crockery of all kinds. Experiments with a local clay are now being made.

It is reported that E. W. Edwards, of E. W. Edwards & Sons, Syracuse, has bought the stock from the receiver of Journeay & Burnham, Brooklyn, leased the store, and will continue the business.

Subscriptions to the stock of the Cheboygan Pottery Co., Cheboygan, Mich., are coming in gradually, and the promoters expect that it will not be long before the entire amount necessary will be secured.

Rheinhardt & Reynolds, of Vineland, N. J., cut glass manufacturers, are negotiating the sale of their plant to the Smithport Cut Glass Mfg. Co., a new concern at Smithport, Pa., organized to take over the business.

F. E. Beach, president of the F. E. Beach Co., Bridgeport, Conn., has bought the crockery and housefurnishing business at 962 Main St. that city. The price paid was \$12,000. The sale will enable the trustee of the estate to wind up its affairs and declare a dividend.

John W. Myers, engineer at the Midland Pottery Co.'s plant at Roseville, O., had a narrow escape from fatal injury Wednesday afternoon of last week when while oiling some machinery his clothing was caught by a rapidly revolving shaft and he was whirled about until his clothing was torn sufficiently to allow him to drop to the floor. In addition to numerous severe cuts and bruises he sustained fractures of two ribs.

Tel. 3231 Cortlandt.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 6 1907.

THE IMPORTERS VINDICATED.

AFTER months of worry, delay and expense the long-drawn-out controversy over the importations of French china is settled, and that in favor of the importers.

On Tuesday the Board of General Appraisers sustained Chas Ahrenfeldt & Son in the suit brought to raise their invoices. The appraisers sitting as a court decided that the firm had proved that Limoges was an open market. Forty invoices were produced to show this, while the Government presented but one single invoice in an effort to prove the contrary.

This case differs from that of Haviland & Co. in that the Government then claimed that Paris prices should prevail, and so the court raised them 16½ per cent, whereas the Government had asked for advances of 25, 70, 200, and in one case 300 per cent.

From the evidence produced in the latter case it is plain that the Government was misled. The whole question was: What was the market value of the goods at the point of production? The special agents of the Government bought the goods in Paris, and on the prices paid for these goods based their charges.

The law on this point is that the market value shall be the prices paid for the *usual wholesale quantities* and at *wholesale* prices. According to these special agents, they bought three sets of dinnerware in Paris at prices taken from a *retail* catalogue that had been printed for general distribution at the Paris Exposition of 1889.

In the J. H. Venon case on Wednesday every contention of the importers was upheld.

The American manufacturers, who have been active in pushing these cases, were laboring under the impression that goods were being undervalued. It was their right and duty, if such was the case, to do all they could to prevent the importation of ware at less than market value, and they employed an agent to investigate. From the results it is evident that they have been grievously misled. At any rate, the agent has made a lot of trouble and caused immense expense, not only to the importers, but the trade at large, which, failing to get goods, has lost the profit.

The manufacturers by this time must have their eyes opened to the true condition of affairs. Judge Waite used some very strong language in condemning the way in which the case had been conducted, and the Board of General Appraisers have to all intents and purposes sustained his findings.

PERSONAL.

HAVING reached that age and condition of fortune which permits him to take things easy, "Uncle Sammy" Burns, of Omaha, proposes from now on to enjoy life. He arrived in New York last week on his way to Europe, having booked to sail on the Oceanic. If he were of the kind who intended to have a "hot" time he would have started under most favorable auspices, for the Oceanic had quite a blaze on Monday morning. There was no delay in sailing, however, the boat leaving on schedule time Wednesday. The many friends of Mr. Burns will wish him a safe journey and pleasant vacation.



Mr. Richmond, formerly with the Imperial Dry Goods Co., Harrisburg, Pa., now has charge of the crockery department of the new "Famous" store in that city.



Arthur J. Bennett, vice-president of the National Glass Co., arrived in New York on Monday for a two days' visit. Naturally he is very busy in his new position as general manager of all the factories; but hard work seems to agree with him, for he never was looking better.



By the time the JOURNAL reaches its readers Emil F. Reusche and Miss Nana Paula Mack will have been united in marriage, the ceremony taking place at Arion Hall on Thursday evening, June 6. Mr. Reusche is the son of Louis R. Reusche, and one of the road representatives of the firm of L. Reusche & Co., importers of colors, Park Place. The bride is a charming young lady, and very popular in Harlem society. The wedding was strictly private, only the

immediate relatives of the interested parties being present. The couple will visit the Jamestown Exposition and from there go to Bermuda.



Paul Fueslein, who has been in Chicago for so many weeks in the interest of Bawo & Dotter, is back in New York for the season.



Thos. W. Pinder, with the Cook Pottery Co., Trenton, came in last week from a tour which embraced Chicago and St. Louis. It was his first Western trip for this company, and he expressed himself as well satisfied with the results.



Warren S. Creveling, of the Taylor, Smith & Taylor Co.'s traveling force, is exhibiting with pardonable pride a gold watch presented to him as a token of esteem by one of his customers. The occasion came upon the relation recently by the JOURNAL that the present year marks the fortieth of Mr. Creveling's career as a crockery salesman. And as if that were not enough, the donor added an order for \$1,200 worth of goods.



Alexander Richardson, the well-known Japanese pottery man, will sail for Scotland on the Caledonia, leaving June 20. Mr. Richardson is a Scotchman, and this is the first time in twenty years that he has been able to visit his home. We can imagine the good time he will have.



J. R. Mulvaney, Western traveler for the Mitchell, Woodbury Co., was spending a few days' vacation in New York last week surveying the new wareroom which his firm has recently established here.



Jacob Hartmann is on the Pacific Coast in the interest of the Continental Art Glass and Brass Co., and J. B. Bruenn, treasurer, will start on Monday for a trip through New York State.



J. D. Dithridge, New York representative of Bryce Bros., sailed with his wife on the steamer Princess Irene for Europe last Saturday.



Buyer Martin, of the Fourteenth Street Store, is all smiles these days. It's a boy.



We are glad to report that Thos. F. Waldron, of the JOURNAL's editorial staff, who has been ill with pneumonia, is rapidly convalescing, and hopes to be out within a few days.



While Harry Huntley, a glassware salesman of Millville, N. J., was underneath his automobile last week repairing a break in the coil he touched the wrong lever and started the machine off at a rapid rate. The car is a heavy one, and but for the presence

of mind of Mr. Huntley he would have been seriously hurt. After having been dragged about forty yards he caught the lever, and reversed it. He escaped with severe bruises.



Max Strensch, who has been abroad buying for Koscherak Bros., is due home next week. On his arrival Otto Koscherak will go abroad.



O. L. Sutherland, with Geo. F. Bassett & Co., who has been visiting Philadelphia, Baltimore and Washington, will rest from his labors at Atlantic City over Sunday.



C. T. Woolley, with the Mitchell, Woodbury Co., is home for the season, and is now taking his vacation in "Little Old New York."



A. J. Fondeville has returned from his visit to Europe, arriving last Saturday on the steamer New York. He went over to hasten the filling of the numerous orders his house has taken this year.



A. G. Stollenwerck, with the New York branch of the Geo. H. Bowman Co., who has undergone a serious and painful operation at the Hospital of the Good Samaritan at Baltimore, has been improving steadily, and next week he will probably be taken to his home. He hopes to get to business again after another week of rest.



W. J. Hague, with Geo. F. Bassett & Co., says that the lot of a salesman is not always a happy one. One day this week he went to Orange, N. J., and struck a centennial celebration. If he had had red, white and blue plates and cups and saucers he might have sold some, but at that particular time the storekeepers were not interested in prints, either overglaze or underglaze, except in the national colors.

HOW TO TREAT EMPLOYEES.

IN the "Autobiography of a Business Man," in *Everybody's*, the author thus describes his own methods: "Behind each counter in my store is a chair. I want my employees, when not busy, to sit down and rest. As I walk through the different departments my employees do not feel that they must brace up because the 'boss' is coming around. They are doing right all the time because they know that I am doing right and using them as near right as I know how. My employees would far rather have me home than abroad. I tell every man at the head of a department, 'Be kind to the help under you. Do not speak to them in any other way than the way in which I speak to you. Handle your help so that they will respect you and so that they will regret to leave my employ.'"

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Around the District

MEMORIAL DAY put a quietus on business last week. Many people availed themselves of the occasion to go out of the city, and but few visitors came in. The first half of this week did not show much activity, either. The buyers who were here remained but a short time, and their purchases were only matchings. Everybody seems to have settled down to a month of inertia.

Scenic decorations beautify a line of vases that Bawo & Dotter are offering at very moderate prices. The vases are produced in three shapes and three sizes, the latter of which are $4\frac{1}{2}$, $6\frac{1}{2}$ and $7\frac{1}{4}$ inches. While the decorations are transferred from decalcomanie sheets, they are touched up so cleverly by hand that it is difficult to distinguish them from strictly hand-painted studies.

The Continental Art Glass and Brass Co. are paying special attention to inverted gaslight shades, and are producing a number of very handsome designs. They are also making lamps with bent glass bodies, either for gas or electricity. Where the latter is used a bulb is placed inside the body. They have more than a dozen of these in various shapes, and, of course, in different colored glass. All the shades they are now producing may be used with either gas, upright and inverted, or electricity. Another new feature with them is a gas lamp suspended by a chain with a flexible metallic gas tube attached. These will be made in a great variety of styles.

Wm. D. Dougherty, New York representative of the Consolidated Lamp and Glass Co., received this week, among other things, a lamp which is quite different from anything they have yet produced. It has a white opal urn-shaped body on which are a series of raised gold rococo scrolls and delicate flower ornaments. It is chaste and neat, and not expensive. Last year they made a lamp with a lion's head which proved a great success. Now they have produced

a shade to correspond with the body. A new pyramidal-shaped salt and pepper in shaded and solid colors is also worth attention.

Thos. G. Edge is very proud of the two new oval-shaped dinner sets which the Warwick China Co. got out early this year. The decorations, which are very delicate, are in garlands, clusters and wreaths, and will compare favorably with anything on the market. He has also received this week from the Cambridge Glass Co. a new whiskey jug in the fern-leaf pattern brought out in January.

Favorable decisions in the French china Custom House cases are being made one after another, and in a few days the importers will begin shipping goods.

C. H. Taylor, New York representative of the Libbey Glass Co., has just received a fine lot of new samples in rock crystal effects. Among them is a large fruit bowl and plate in a very artistic shape, ornamented with fruit and flower designs in either dull or bright finish. There are also new jugs, comports, vases and decanters, together with a full line of stemware which includes everything for table service. Many new patterns of fancy ware will soon be placed on view.

Edward Miller & Co. are fast getting things into shape, and when all is in order they will have a pair of the prettiest warerooms in the District. It will be remembered that they moved to 78-80 Warren street on the first day of May. They have closed the doorway in 78 and have devoted the entire floor to gas fixtures, electric and combination gas and electric goods. The side walls have been covered with a dark, rich, red figured burlap, an elaborate system of electric lighting has been installed, and every convenience secured for showing the goods to the best advantage. In number 80, where the main entrance is, the office desks, etc., are placed near the door. To the left, about halfway back, is the large

walnut showcase familiar to lamp buyers for many years, and in the rear will be the oil lamps and chandeliers. This room is done in green burlap in harmonious contrast with the red of the other room. Communication between the two rooms is had by means of an archway.

The Rowland & Marsellus Co. are fast getting their new warerooms into shape. They occupy the entire building except the store floor. The showrooms have been handsomely, but not extravagantly, fitted up, and the different lines are shown separately, the increased space which they occupy giving them more room for each individual line.

FINAL REPORT OF TRUSTEE.

THE creditors of the Barberton Pottery Co., bankrupt, are notified that the trustee of the estate has made a final account and filed the same with the referee, and that the final meeting of the creditors for the purpose of passing upon the trustee's account, and for the transaction of such other business as can legally come before such meeting, will be held before the referee at Doyle Block, in Akron, Ohio, on June 22, 1907, at 10 o'clock a. m. Claims duly proved, as provided by Section 57 of the law of 1898, may be mailed to or filed with the referee prior to such meeting. The report of the trustee shows no property for distribution.

GLASS-SAND INDUSTRY OF THE OHIO VALLEY.

APPROXIMATELY \$65,000,000 worth of glass products were manufactured in the United States in 1905. The materials used cost about \$18,000,000 and of this sum \$1,000,000 was spent for sand. Within the half century preceding 1900 the value of glass products showed an average increase of 70 per cent for each decade, and the growth is still vigorous. In view of the remarkable development of an industry so largely dependent for its raw materials on mineral deposits, the United States Geological Survey has been making an investigation of sand-producing areas. This investigation, begun in 1905 in the Mississippi Valley, was extended in 1906 to the Ohio Valley, and a brief report on the work, prepared by Ernest F. Burchard, has been incorporated in Bulletin No. 315, Contributions to Economic Geology, 1906.

The major constituent of glass is sand, which forms from 52 to 65 per cent of the mass of the original mixture, or from 60 to 75 per cent of the finished product. To the sand is due the absence of color, the transparency, brilliancy, and hardness of glass. That is, the quality of the glass depends chiefly on the quality of the sand. To the producer

the physical conditions affecting quarrying and mining, the amount of sand available, and the location of the deposits with respect to transportation routes and market are as important as is the quality of the sand.

Of the States in which glass is listed as a manufacture Indiana and Ohio at present occupy respectively second and third rank, the first place being held by Pennsylvania. Glass making has but recently been added to the industries of Kentucky, but factories are in operation at two points.

From statistics quoted by Mr. Burchard it appears that Indiana is producing less than 1 per cent of the glass sand used in the State, the remainder being obtained largely from the Fox River (Illinois) district and the Klondike (Missouri) district. All the sand that can be produced of sufficient purity even for green and amber bottles finds a ready market at good prices—a condition encouraging to both producers and manufacturers. Attention is called, however, to the fact that no large deposits of sandstone are known in Indiana that have the purity of the St. Peter sandstone, so abundant farther west, and for certain grades of glass there will always be a demand for sand from beyond the State.

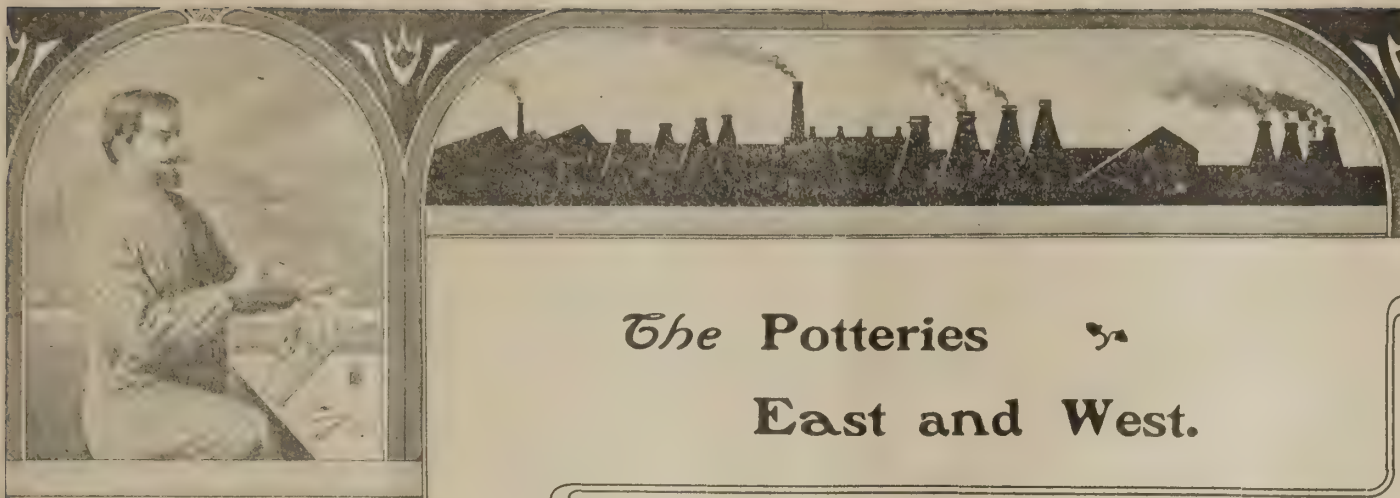
Ohio, according to the statistics, produced 0.937 per cent as much glass sand as is used in the State. A large part of this, however, passes from the eastern part of the State to factories in western Pennsylvania, and a corresponding amount is brought in from other States, especially from West Virginia and Illinois, at notably higher prices. Glass works are established within an area extending across the State from Toledo to Cincinnati and as far east as Steubenville. The plants are usually well situated in regard to fuel, but many have to pay excessive freight charges on their sand.

The Kentucky factories obtain their sand at Tip Top, 28 miles southwest of Louisville.

Mr. Burchard's paper discusses briefly the rock formations which in Ohio, Indiana and Kentucky furnish sand suitable for glass making, and gives descriptions of the various properties now being developed. Requests for Bulletin No. 315, which can be obtained free of charge, should be addressed to the Director, United States Geological Survey, Washington, D. C.

HOW THEY DIVERT THEMSELVES IN ENGLAND.

THERE recently appeared in *Punch* the following: "Mr. Thomas Brownrigg, who keeps a china and crockery shop, has 1,549 pieces upon his shelves. A lady calls in the morning and buys two vases, a boy calls in the afternoon and buys a penny mug, and a bull, passing down the street, calls in the evening. Mr. Brownrigg wears a red waistcoat. State how many pieces of crockery are in Mr. Brownrigg's shop at closing time."



The Potteries East and West.

East Liverpool and Vicinity. Manufacturing potters in the Western territory are a unit in the belief that the fall business this year will be far in advance of that of a year ago. The demand has already started, order books showing that dealers have begun to anticipate their holiday wants earlier than usual. The manufacturers are now passing through an "off season," and an opportunity is afforded to assemble some stock. Heretofore all that has been made has been shipped. Dealers who place orders for fall goods now are sure to receive them on time.

* *

H. L. Buxton is covering Western Pennsylvania in the interest of the Taylor, Smith & Taylor Co. He is one of the youngest salesmen out of the district, but he is making good.

* *

Edward J. Owen, of the Minerva Pottery Co., while spending a few days here recently, announced that the present season was the most successful one for his firm. Mr. Owen will be at the Fifth avenue Hotel, New York, in a few days.

* *

Local sample rooms are being re-arranged for the reception of buyers who are expected here in July. New decorations and shapes will be shown by a number of firms, and arrangements are being made to take care of a heavy business.

* *

Among buyers in the district during the week were D. Zukerman, of Zukerman & Leiberman, New York, and representatives of the Merchants' Importing Co., Chicago.

* *

George Buxton, of the Potters' Co-Operative Co., has returned to the home office after a three weeks' trip through the East.

* *

Arthur Mountford, art director of the Homer Laughlin potteries, together with Edwin M. Knowles and Edward Carson, of the office force, have been selected by Mayor William V. Blake to prepare a flag design representing East Liverpool, and which is to

be presented to the Lord Mayor of Liverpool, England, on the occasion of the 700th anniversary of the granting of that city's first charter.

* *

While collections are considered fair in some sections, auditors remark that they are not what they should be. Dull retail buying, attributed to the weather, is the cause. Business from the South is good, and collections from that part of the country do not give cause for complaint.

* *

In order that as much time as possible may be saved, jiggermen have agreed to work for one another when there is a scarcity of small help. Heretofore the men would not work when the helpers failed to appear.

* *

Employees of the Smith-Phillips China Co. plan a field day upon the return of Secretary William H. Phillips from his wedding trip. Mr. Phillips was recently married at Honolulu, and is now in Japan.

* *

Nearly ten thousand operative potters enjoyed a day's outing at Rock Spring Park, on the Ohio river opposite this city, last Monday. Special excursions were run from all Western pottery centres.

* *

Three new lines of specialties are to be shown by the Homer Laughlin China Co. for the summer and fall trade. Each will consist of between 75 and 100 pieces.

✕

The potters are taking an active interest in the movement of the Trenton Board of Trade to have better freight facilities obtained for this city. The potteries located along the branches of the Pennsylvania railroad have to wait days sometimes for carloads of clay and other material shipped on the Reading railroad. This is due to the fact that the two companies have no system in Trenton of switching cars from one to another, this having to be done at distant points. What the potters want is a switching station in Trenton to

avoid delays, and it looks as though they will get it. Improved postal systems for tracing shipments are also among the things the manufacturing interests are urging the railroads to grant.

* *

A M. Maddock, Jr., will start South shortly, and expects to make a tour of the trade in that section lasting several weeks.

* *

James Tams, president of the Greenwood Pottery Co., has returned to Trenton after having spent a most delightful winter in Florida.



A petition in bankruptcy has been filed against the Unionport Pottery Co. by J. Ridgway Such, \$600, B. F. Drakenfeld & Co., \$835, and Wm. T. Matheson & Co., \$756 It is claimed that the company committed an act of bankruptcy in allowing a judgment to be taken against it on May 28.



Business with the S. A. Weller pot-
Zanesville, teries was never better than during
O. the present season. Their lines of
fern dishes, pedestals, jardinieres and
umbrella stands, in a variety of decorations exclusive
with this house, are taking wherever they are shown.
Judging from present indications, the fall business
will be the largest in the history of the firm



The Huntington China Co. are al-
ways planning something new, and
Huntington, Secretary Harry Wylie says that the
W. Va. pieces recently shown to the trade,
especially their new Pompeii shape, have proved
strikingly successful.



A most desireable line of vases is
being shown the trade by the A.
Clarksburg, W. Va. Radford Pottery Co., with their
other exclusive lines of umbrella
stands and pedestals. These goods are in matt green
decorations, and heavy orders are being booked.



Arrangements are being made by
the Crooksville China Co. to take
Crooksville, O. care of a heavy business this
summer and fall. The improvements under way at
this factory will largely increase the capacity of the
plant, and a number of new decorations will be shown
a little later.



"We are handling all the business
we can well take care of," is the
statement of conditions at the
Steubenville Pottery by William J. Lynch, in charge

of the selling department. It is possible that a
number of improvements will be made to this plant
during the year, although no definite plans have yet
been settled upon.

OBITUARY.

NEHEMIAH PACKWOOD died recently at his
home in Sandwich, Mass., of pneumonia. Mr.
Packwood was born in Stourbridge, Worcestershire,
England, in 1836, and learned the trade of glass cut-
ting in his youth. He first came to America in 1868,
entering the employ of the Boston and Sandwich
Glass Co. An expert at his trade, and an especially
successful designer, Mr. Packwood brought the cut-
ting shop of the company into a state of great effi-
ciency. After the shutdown in 1888, with John Jones
and Nehemiah Packwood, Jr., he started an inde-
pendent glass-cutting establishment under the firm
name of N. Packwood & Co.

* * *

E. O'Donnell, a crockery merchant of Elyria, O.,
was killed by a railroad accident recently. Both legs
were cut off, and he died before the ambulance ar-
rived.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g May 18, '07	Correspond- ing period 1906	Exports Jan. 1 to May 18, '07	Correspond- ing period 1906
Boston	87	341	2800	2783
New York	110	84	2768	2119
Baltimore	443	670	7730	5535
Philadelphia . . . . .	....	13	1040	571
New Orleans	460	97	3411	1552
Newport News . . . . .	....	146	497	552
San Francisco	2	103	148	450
Portland (Me.)	186	26	3538	367
Galveston . . . . .	....	6	578	359
Portland (Or.) . . . . .	....	....	20	524
Inland Points . . . . .	....	205	140	4983
Total . .	1238	1691	22220	19795

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g May 18, '07	Correspond- ing period 1906	Exports Jan. 1 to May 18, '07	Correspond- ing period 1906
New York	11	84	3049	2241
Boston	55	341	1903	2398
Philadelphia . . . . .	....	13	1089	546
Baltimore	123	670	7323	5698
San Francisco . . . . .	....	103	146	420
New Orleans	41	97	2760	1792
Portland (Me.)	79	26	1926	318
Galveston . . . . .	....	6	439	340
Newport News . . . . .	....	146	492	437
Portland (Or.) . . . . .	....	....	20	575
Inland Points . . . . .	....	205	61	5702
Total . . .	309	1691	19218	20967



THE GLASS FACTORIES

Pittsburgh and Vicinity. The backwardness of the farming season has prevented an early buying of staple lines, but manufacturers declare that all of this business will be handled later, and they are making preparations to take care of a large demand when the fires resume after the midsummer holiday, which will be of short duration this year. The jobbers, who have not been affected so much by the weather, are reporting excellent orders for the summer and fall trade.

At the offices of the United States Glass Co. a heavy trade, covering their general lines, is reported. The indications are that the fall shipments will be the largest in the history of the concern. Their general catalogue, containing 182 pages, with price lists to correspond, has been prepared for distribution, and a new soda fountain line catalogue of eighteen pages, with price lists attached, has just been delivered to them by the printer.

M. L. Taylor, of Taylor Bros. & Co., Philadelphia, with a rich line of cut glass, was in the Pittsburgh district last week.

A. Herr, with the Bawo & Dotter lines, is again in his old rooms at the Anderson for a brief stay.

Daniel C. Ripley, of the United States Glass Co., is a member of a committee of thirty-five recently appointed at a meeting of the National Association of Manufacturers in New York to take care of some special work the Association is considering.

Mr. Crain, with the new lines of the Fostoria factories, was at the Anderson last week.

The John B. Higbee Glass Co. has organized by the election of Oliver Higbee, president and treasurer, George P. Murray vice-president, R. G. West secretary, Wm. J. Stuekert superintendent. Mr. West will be in charge of the selling department and agencies. The firm's new plant at Bridgeville, Pa., will be in operation July 15. Pressed tableware will be a

specialty, for which all new patterns are being made. Employment will be given to over 250 people.

The territory covered by the Pittsburgh selling agency of the National Glass Co., which is in charge of S. F. Elkins, is to be extended at once so as to include all of Ohio, exclusive of Cincinnati and Cleveland. Additional salesmen may be sent among the trade.

McCombs Bros., who occupied offices in the Wabash building, have secured suite No. 410 Nixon Theatre building, where the lines of the Maryland Glass Etching Co., of Cumberland, Md., and Fidelity Glass Co., of Tarentum, Pa., are to be seen.



Cambridge, O. The Cambridge Glass Co. have added a patent cigar jar of Colonial design to their line. At the top of the jar is a sponge-holder so arranged that moisture comes from the entire sponge instead of just a part. The jar will hold fifty cigars. Samples have been forwarded to the various agencies. A new iced-tea tumbler has also been added to the 2630 Colonial line.



Lancaster, O. With the Ohio Flint Glass Co. a continued heavy run on the "Chippendale" and "Gloria" patterns of the Krys-Tol lines is reported. Both deserve it.



Rochester, Pa. President Addison Thompson is quite satisfied with the adjustment of the loss by fire to the Keystone plant of the Rochester Tumbler Co. The amount awarded was \$10,659.08. Since the fire the plant has been greatly improved and has been working night and day to get out orders.

All is activity at the plant of the H. C. Fry Glass Co. On the new designs recently shown the trade quite a satisfactory business is being done, while the

outlook for the future is the brightest in the history of the firm.

At the Rochester Cut Glass Co. orders for fall delivery are piling up, while immediate business is holding its own.



"Always aiming to keep ahead of the times," is the motto of the Riverside W. Va. officials. The concern is now showing the trade a new Teddy Bear paper-weight, and also one bearing the seal of Jamestown. Judging from orders already booked, both novelties will have a heavy run.



A deed of assignment has been filed by Exley, Watkins & Co., preserves and pickled goods, and among the creditors are the Federal Glass Co., Hazel-Atlas Co., North Wheeling Glass Co., Wellsburg Glass and Mfg. Co., and Wheeling Stamping Co. Liabilities not stated.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
June 4, 1907.

LIEAPOL

2 packages chinaware	Bawo & Dotter
27 "	Chas Ahrenfeldt & Son
14 "	Ceramic Importing Co
304 "	Haviland & Co
7 "	F W Jenkins & Co
36 " earthenware	L Straus & Sons
1 "	Higgins & Seiter
13 "	Knauth, Nachod & Kuhne
9 "	J S Robertson
3 "	Bawo & Dotter
6 "	E Boste
34 "	Geo Borgfeldt & Co
10 "	J Douglass
17 "	Maddock & Miller
7 "	Meakin & Ridgway
1 "	The Rowland & Marsellus Co
9 "	J Wygand & Co
83 "	The Julius Levy Co
9 "	Strobel & Wilken Co
41 "	Miscellaneous Orders
3 " glassware	Meakin & Ridgway
8 "	Strobel & Wilken Co
15 " toys	" "

LIMOGES

172 packages chinaware	W L Briggs
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TRIESTE

602 packages glassware	A L Crawford
------------------------	--------------

ROTTERDAM

98 packages earthenware	C L Dwenger
54 "	Geo Borgfeldt & Co
275 "	Bawo & Dotter
27 "	Karl Hutter
14 "	L Straus & Sons
6 "	A Steinhardt & Co
29 "	Miscellaneous Orders
17 " toys	F A O Schwartz
9 "	Hamburger & Co
88 "	B Illfelder & Co
119 "	Miscellaneous Orders

ANTWERP

76 packages glassware	B Gunthel
6 "	A Berger & Co
8 "	Knauth, Nachod & Kuhne
38 "	W P Graham & Co
28 "	O Goetz
117 "	Miscellaneous Orders
24 " chinaware	Wm Guerin & Co
2 "	C E Wheelock & Co
27 " earthenware	Strobel & Wilken Co
89 "	Geo Borgfeldt & Co
8 "	G F Bassett & Co
18 "	L Straus & Sons
88 "	O Goetz
25 "	E R Thieler
4 "	Koscherak Bros
154 "	C B Rouss
6 "	J Wygand & Co
5 "	Miscellaneous Orders
108 " toys	Geo Borgfeldt & Co
7 "	L H Mace & Co
4 "	R H Macy & Co
45 "	Strobel & Wilken Co
8 "	Miscellaneous Orders

BRUSSELS

7 packages glassware	L Straus & Sons
7 "	A Steinhardt & Co
40 "	Strobel & Wilken Co
145 "	Miscellaneous Orders
4 " chinaware	C E Wheelock & Co
1 " earthenware	Geo Borgfeldt & Co
1 "	Hamburger & Co
36 "	Knauth, Nachod & Kuhne
86 "	Strobel & Wilken Co
44 "	The Julius Levy Co
100 "	Miscellaneous Orders
26 " toys	L H Mace & Co
3 "	Hamburger & Co
2 "	Geo Borgfeldt & Co
3 "	F A O Schwartz
21 "	G W Travers
162 "	Strobel & Wilken Co
74 "	Miscellaneous Orders

HAMBURG

16 packages glassware	Fensterer & Ruhe
17 "	F Bing & Co
4 "	Froeber & Vollrath
1 "	Fondeville & Van Iderstine
1 "	Hamburger & Co
6 "	Knauth, Nachod & Kuhne
808 "	W R Noe
124 "	L Straus & Sons
1 "	Samstag & Hilder Bros
55 "	Brown Bros
356 "	O O Friedlander
85 "	F Euler & Co
1 "	N Wapler
305 "	Eimer & Amend
31 "	Kmy-Scheerer Co
16 "	Strobel & Wilken Co
357 "	Miscellaneous Orders
25 " chinaware	C E Wheelock & Co
285 " earthenware	Bawo & Dotter
15 "	Chas Ahrenfeldt & Son
59 "	G F Bassett & Co
446 "	Geo Borgfeldt & Co
30 "	Eimer & Amend
3 "	Fensterer & Ruhe
5 "	Julius Palme
38 "	O Goetz
279 "	F W Woolworth
13 "	J Wygand & Co
15 "	N Wapler
7 "	L D Bloch & Co
10 "	Samstag & Hilder Bros
65 "	The Julius Levy Co
39 "	Strobel & Wilken Co
182 "	Miscellaneous Orders

5 packages toys	Hamburger & Co
347 " "	B Ilfelder & Co
47 " "	L H Mace & Co
3 " "	C B Rouss
5 " "	Samstag & Hilder Bros
49 " "	F W Woolworth
87 " "	Strobel & Wilken Co
71 " "	Miscellaneous Orders
6 " harmonicas	Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

HAMBURG	
6 packages earthenware	Jones, McDuffee & Stratton Co
2 " "	L Wolf & Co
36 " "	American Express Co
4 " "	W N Proctor & Co
39 " "	First National Bank
4 " "	Houghtor & Dutton
28 " "	Geo Borgfeldt & Co
3 " "	I Littauer
22 " "	C J Pierce & Co
1 " "	Wolf Fording & Co
3,203 " "	Miscellaneous Orders
16 " chinaware	C E Wheelock & Co

LIVERPOOL	
46 packages earthenware	Jones, McDuffee & Stratton Co
7 " "	Richard Briggs Co
13 " "	P L Carbone
12 " "	Miscellaneous Orders

ANTWERP	
65 packages earthenware	Jones, McDuffee & Stratton Co
1 " "	R F Downing & Co
205 " "	L Wolf & Co
48 " "	Geo Borgfeldt & Co

GLASGOW	
1 package earthenware	Downing's American Despatch

GLASS IMPORTERS APPEAL.

WASHINGTON, June 3 —A number of leading glass importers of the United States have presented to the State Department a petition asking that the consular agency at Charleroi, Belgium, be re-established. This office was abolished a couple of weeks ago in the course of the reorganization which has been in progress in the Department of State. It was an unsalaried office, but with fees aggregating about \$2,200 or \$2,300 per annum. The glass importers are anxious to have it re established because under the new regime it is necessary for them to send their consular invoices to the consulate at Brussels—a process which involves delay and inconvenience.

The amount of duties collected upon glass originating in Charleroi and the surrounding district is said to be about \$1,500,000 per annum, and it is the feeling of the importers that this represents a sufficiently large volume of business to warrant the maintenance of the consular agency. The abolition of the agency is said to be due to the desire to save expense in the consular service, and the former consular agent at that place has been transferred to another point.

THOUGHT SOMEBODY GAVE HIM A CASK OF CHINA.

WALTER ADEE, who lives at No. 440 Manhattan avenue and has a saloon at One Hundred and Twenty-second street and Eighth avenue, was held in \$1,500 bail in Jefferson Market Court for examination charged with larceny. George Jameson, representing the Bush Terminal Company of Brooklyn complained that on Dec. 23 he delivered to an expressman a cask of imported china consigned to a firm on West Twenty-second street. The cask was mislaid with one that contained ale and was delivered to Adee. He declared that Adee at first denied having it, but surrendered half its contents on May 25. Jameson charged Adee with larceny of half, which he valued at \$135.

Adee says he accepted the cask, thinking it was a present from some friend, and that he wrote letters to several tradesmen, hoping he might discover the donor.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

WANTED—By an importing house, a wide-awake, up-to-date salesman who understands English, French and German pottery and glass, to travel with well-established lines. Correspondence treated confidentially. Address Box 468, this office.

WANTED—Experienced man to take full charge of the manufacture of electrical porcelain. Good opportunity for right man. All applications confidential. Apply by letter. Address ELECTRICAL PORCELAIN, Windsor Hotel, Trenton, N. J.

WANTED—TWO THOROUGHLY EXPERIENCED CUT GLASS SALESMEN. ONE FOR THE SOUTHWEST AND ONE FOR THE COAST, INCLUDING CHICAGO. GOOD OPPORTUNITY FOR THE RIGHT MAN. STATE FULL PARTICULARS OF EXPERIENCE. ALL APPLICATIONS CONFIDENTIAL. ADDRESS BOX 470, THIS OFFICE.

CUT GLASS SALESMAN wanted for city and vicinity. State experience, references and expectations. Address WELL-KNOWN LINE, this office.

WANTED—Man acquainted with lamp, gas fixture and novelty trade to travel in New England. Prefer one who has established business. Address, in full confidence, stating present employment and past experience, Box 471, this office.

WANTED—A first-class premium buyer for a system of chain stores. State experience and salary. Address M. E. B., this office.

SITUATIONS WANTED.

A THOROUGHLY experienced housefurnishings and crockery man would like to correspond with department store wanting a buyer and manager for such departments. Can also manage advertising. Several years' experience, with gilt-edged references. Address W. B. LINGHAM, Merchants' Hotel, Chicago, Ills.

A SALESMAN with an extensive acquaintance wants a line for the jewelers, department and crockery trade for the Middle West with headquarters in Chicago. A manufacturer's line preferred. Best of references. Address J. A. D., this office.

FOR SALE.

FOR SALE—Five-kiln pottery adapted for the manufacture of sanitary ware, fire clay, bath tubs, sinks, etc., and all kinds of vitreous ware and porcelain. If sold, special arrangements may be made for bodies, glazes, etc., in use by owner, who has been sixty-three years in the business and who is now retiring by reason of his age. This pottery is in full operation and will be operated until sold. Has never employed traveling salesmen and has continuously on hand orders sufficient to warrant the use of three to five more kilns. Here is an opportunity to get a plant that was rebuilt two years ago and is running to its full capacity. Sold only on account of the ill health of proprietor, a man seventy-six years of age, for whom I am private counsellor. Arrangements may be made also for present owner or his family to retain interest in pottery, if purchaser has not sufficient funds to pay purchase price. Communicate with J. LEFFERTS CONARD, Counsellor-at-Law, Trenton, N. J.

FOR SALE—A plant devoted to the manufacture of stilts, spurs and pins, now in operation on a paying basis, and which is offered for sale only because the owners are anxious to retire. Business has been conducted twenty years at a profit, and was never more successful than right now. Can be bought for \$15,600. This includes fine brick factory building and two frame buildings, six city lots, \$1,800 worth of manufactured stock, and every article of machinery, office equipments and raw materials required for the continuation of the business. An opportunity to step into a profitable business by making a comparatively small investment. Write me for further particulars. M. P. DEVLIN, Counselor-at-Law, 135 East State St., Trenton, N. J.

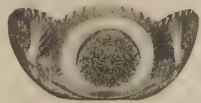
FOR SALE—Cut glass plant with thirty-five frames, including blanks and samples. Everything complete, with a good trade established. Address X, this office.

Fry Cut Glass Wins

APPRECIATION EVERYWHERE.



HAS
INTRINSIC
VALUE.



IT SELLS
AS FAST
AS IT CAN BE
MADE.



H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.

ones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants.

(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE CLAREMONT China,	Minto is,
G 9816 White and Gold Encrusted China, the OXFORD	"
China, White and Gold, Rich, the BERKELEY, Encrusted	"
China, White and Gold, the VICTORIA	"
No. 2027 Design China, the GAINSBORO	"
I-9608 Cobalt and Gold China, the CHESTERFIELD	
BLUE SPODE'S TOWER,	W. T. Copeland & Sons
MONTEREY.	"
Flow Blue MEISSEN, Onion pattern	Ridgways
Old Blue WILLOW.	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The DUNDEE, Flown Blue and Gold,	
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT. Enamelled,	"
Flow Blue DANUBE,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL,	"
MILANESE, Russet Brown	Alfred Meakin, Ltd.
The HOLLAND,	"
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The DENMARK,	"
The ROMAN,	Furnivals
Brown, also Blue, TOURNAY,	T. & R. Boote, Waterloo Potteries.
The TUSCULANA.	"
The KRONSTADT (Holland green),	"
ASHBURTON, Flow Blue,	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	"
KING'S BORDER,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The MALVERN, MULBERRY and DOVE,	"
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The NORMA.	"
The PRINCESS.	"
MADELEINE Hotel,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted,	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH.	Gerard, Dufraissex & Abbot China.
The MALABOR Hotel,	"
The TROCADERO	"
The BALUSTERE Hotel,	"
Maroon and Gold IVY, (Also Green),	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE.
White and Gold Encrusted, the LORRAINE,	J. Pouyat
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The BOLSENA, Austrian China.	
Grecian Gold Border, the TUDOR.	Brown-Westhead, Moore & Co.
Cauldon China	"
Cauldon China K 3616, the CLARENDON	"
The TENNYSON, Gold Encrusted	"
Border Cobalt, Cauldon China	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand,	
MEISSEN CHINA (Dresden) Blue Onion.	

and others which for lack of space cannot be enumerated here.

Also. Grindley's and Johnson's White Semi-Porcelain; Alfred Meakin's W. G. and S. P., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., The Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON.



The illustrations show the table set in our 15106 Buckingham pattern. A magnificent pattern with the charming brilliancy of rich cut glass. Every article shows the superior workmanship, excellent finish and high-fire polish. And the prices are just right. Catalogue showing complete line and price list furnished on request.

UNITED STATES GLASS CO., PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware. Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



BANQUET GLOBES
HALL GLOBES
GAS GLOBES

In a large variety of design and shape in different styles of etching. Prices furnished on application.

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

Simplified Glass Etching

WITH OUR PASTE.



THE design printed with "Glasetchor" etches the glass directly. We solicit the correspondence of the trade. Ask for free samples and particulars.

GLASS ETCHING PASTE MFG. CO.,
329 Grand St., New York.

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA
SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

FRENCH CHINA.

We carry import samples of the
cleverest line of

— NOVELTIES —

that ever came across the salty seas.
We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

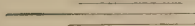
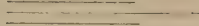
We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

CHINA.  JAPAN.

Carlowitz & Co.

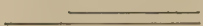
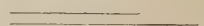
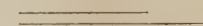
537-539 Broadway,

Telephone, 1966 Broad

New York City.

 IMPORTERS OF 

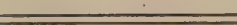
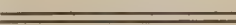
Japanese and Chinese Porcelains, Bronzes,
Ivories, Screens, Cloissonnes, etc.

 STOCK OR IMPORT.  *The* 

Taylor, Smith & Taylor Co.

POTTERS,

East Liverpool, Ohio, U. S. A.,

 MAKERS OF 

CHESTER HOTEL CHINA,
CABLE WHITE GRANITE,
VITREOUS PORCELAIN,

 White and Decorated. 

SHOWROOMS:

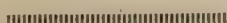
303-308 M and M. Building, Baltimore, Md.

26 South Main St., Memphis, Tenn.

York St., San Francisco, Cal.

1517 Lawrence St., Denver, Col

129 East Third South St., Salt Lake City, Utah.



THE LITTLE HOSTESS DINNER SET.

Some Facts About Radura.

IT has no superior among the matt green pottery produced either here or abroad.

It is fashioned in such forms as jardinières, pedestals, umbrella stands and vases, all of which possess a wide variety in shapes and sizes.

It is purchasable at prices that will interest every dealer.

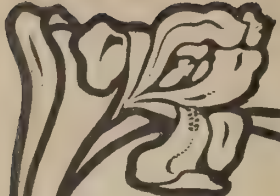
It is worthy of everyone's inspection. Take the tip and call.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:

W. H. DUNN & CO., 54 Murray St.



Libbey
"THE WORLD'S BEST"



VALUE is only another word
for **QUALITY.**

Libbey Cut Glass is superior
because Libbey facilities are in-
finitely superior.

With the most perfect plant in
the world, the most perfect cut glass
follows as a natural sequence.

LOOK FOR THE NAME LIBBEY
GRAVEN IN THE GLASS.

==== *The* =====
LIBBEY GLASS CO.

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.



NEW YORK, JUNE 13, 1907.

THE CONDITION OF BUSINESS.

Little change is noticed in the general **New York.** condition of trade. Reports from the West indicate an early fall business. All this year the West has been the salvation of trade, with the Southwest a close second, while the East has been more or less in the dumps. The jobbers in the West who cater to the small retail trade have found an abundance of business. Consequently they will need goods almost immediately. Retail trade in the small places still continues good, although in the larger towns, and particularly in the big cities, business is exceedingly quiet. In and around New York there is hardly anything doing. The backward season has had a depressing effect on the seaside resorts, and the demand for goods from these places, which at this time of the year should be great, is almost nil. Everybody is hopeful, however, for an occasional bright, warm day causes trade to start up at once.

The outlook is very favorable. The crops are coming along all right in spite of the cool weather. This week the Government issued a new wheat bulletin which is very much more favorable than the reports of a little while ago, and substantiates the statements in these columns that they were made merely for stock-jobbing effects. It is true the crop will not be quite as large as last year, but so far there are only a few points difference.

The strikes in various parts of the country have

been harmful, as usual, and—also as usual—the strikers have suffered the most. The glassworkers, who are contemplating an advance in wages, should ponder conditions. There is a limit above which prices cannot be pushed, and the manufacturers say this has been reached.

Brisk trade conditions still continue in **Trenton.** the Trenton shops, and the present forecast is that this will be maintained throughout the summer. Both employers and employees are unusually well pleased with the outlook, as much time was formerly lost at this season of the year.

With the glass manufacturers of this **Wellsburg,** locality all is husle. Orders for staples are plentiful, while the specialty business is breaking all records. Dealers have started to anticipate their wants earlier this season than in past years, and there is not a factory in the district but what has a large volume of business booked ahead.

There appears to be no let-up in **East Liverpool** orders, so far as the manufacturing potters are concerned. While the remarkable rush of a month ago is not in evidence now, yet every pottery in the Western district is running full. "When I talk to bankers

and men interested in securities I become afraid that there are dark times ahead; but when I look at the order books all the clouds are blown away," was the remark of one of the most successful manufacturers in the district. Others assert that the fall business already booked shows an increase, and that the year will undoubtedly be a big one.

The traveling men now on the road are sending in heavy orders for fall delivery, and indications are that the summer run for the glass plants will be one of record. The manufacturers are congratulating themselves that prices on all lines are being maintained. The demand for staples at this season was never known to be so great, and jobbers report heavy buying for fall. Collections are reported fair.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, si vera are

THE following buyers have been in town since our last issue:

A A Sprague, with Howland D G Co, t, Bridgeport, Conn
F Harper, with Raphael Weill & Co, hf, San Francisco.
Wm Mitchell, with Adam, Meldrum & Anderson Co, c, g, s, Buffalo
Jas Hogan, with Denholm & McKay Co, hf, t, Worcester, Mass
Henry Knatz, with Gimbel Bros, c, Philadelphia.
F E Beech, c, Bridgeport, Conn
Seidel & Spangler, c, Milton, Pa.
S A Daniels, c, Americus, Ga
F H Sturtevant, with Forbes & Wallace, t, c Springfield, Mass.
W J Ford, with Burley & Co, c, Chicago.

WHAT NEXT?

ON a petition of the H. B. Claflin Co., of this city, Lee M. Friedman has been appointed receiver for the Dodge Spear Co., formerly the Pitts-Kimball Co., Boston, Mass. The Claflin Co alleges that the Dodge Spear Co. refused to pay a debt of \$4 000 and that the concern's total indebtedness amounts to \$240,000, of which \$100,000 is now due.

J. C. Dodge, who is the Dodge mentioned above, has had a rather remarkable career. His first appearance in the trade was as a buyer for department stores, which he changed in rapid succession for five years, every change being a betterment for himself. A few years ago he turned up as a member of the Church-Dodge Co., of Troy. The company had very little capital, and soon went to the wall. He next appeared as manager of the Fourteenth Street Store, this city, where his tenure was short. He was then heard from as a manager for Houghton & Dutton, of

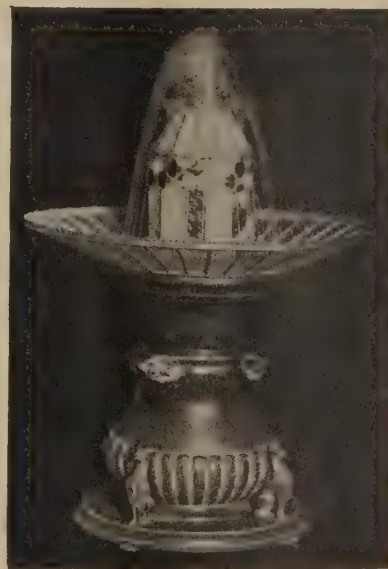
Boston, and after a few months became connected with the Dodge-Spear Co. People are wondering where he will land next

HIGGINS & SEITER OUTING.

THE employees of Higgins & Seiter will have their annual outing, picnic and games on Saturday, June 29, at Laubauer's Park, Westchester, the same place as last year. Tallyho coaches will take them from the subway station at Broadway and Manhattan street at 12 30. There will be running races, a baseball game, bowling, lunch and dinner. Chairman Seixas will see that everybody has a good time.

"THE ONLY ONE IN THE WORLD."

HERE is something positively new—an electric portable fountain. It is a combined air cooler and table decoration, and as a window attraction is unequalled. The body is made of either pottery or metal, and conceals a little clock-work pump run by electricity. In the bowl of the fountain is a revolving lantern in leaded glass effects, within which is an electric light. Fill the basin with water and connect the wires with the street current, and in a moment the water begins to flow over the revolving dome. No outlet is required, and there is no escape of water



except by evaporation. By varying the colors of the glass beautiful effects are attained. While in itself a simple affair, and very moderate in price when all the benefits are considered, the device is capable of any amount of elaboration, according to one's purse. It will prove especially inviting to hotels and restaurants, and will appeal to hospitals on account of its hygienic characteristic. The New York Electrical Fountain Co., 114 West Thirty-ninth street, will be glad to correspond with dealers who may wish further information.



Around the District

CONDITIONS in and around the District are normal. At this season of the year no one expects to do much, and they are not worried over the absence of customers. The mails have brought some very comfortable orders—in a few cases they might even be termed good—while the call for matchings has been as usual.

Ed. Butler opened last week a line of teapots from Lingard, Webster & Co. with decorations which they have dubbed "black art." There are twelve styles, all original. One, of a classic shape, is in olive green, with bright bands of coin gold at top and bottom. It is plain, but rich and elegant. Another with wedge-shaped panels in embossed gold extending from top to bottom has flowers between the panels. Others have raised flowers in new conceptions. The whole line is exceedingly attractive.

S. B. & C. B. Clark have received a complete new line of gas and electric lamp shades from the Unique Art Glass and Metal Co. in leaded effects. Such an array of beautiful shapes and designs has never been seen together before. They are all new in conception, and, in spite of the tendency of the times, are priced at lower figures than have ever been made before on this class of work. Perhaps the most unique of all is a large electric fixture with leaded green glass panels for the top, while the skirt is divided into small panels in each of which is worked a beautiful cluster of grapes in alternating tints of green, red and purple. There are no less than 1056 pieces of glass in this shade. Another has a shell top in leaded panels of Nile green glass, while upon a groundwork of dark green are garlands of flowers and leaves undulating around the shade and caught up at intervals with red ribbons. These two are such distinct departures from the stereotyped style of art shades that they command instant attention.

Theo. Frankel received from the Hocking Valley Glass Co. last week two very attractive novelties. One is an automobile match safe which gives a very fair reproduction of the fashionable vehicle, and the

other is a tobacco jar in the form of a wine cooler, with crystal glass to represent the ice, and the neck of the bottle forming the handle. They are popular-priced goods.

Jas. Robertson has advance samples of a new pattern called the Holland—a cluster of roses with a single rococo scroll connecting them, and a laurel-wreath edge encompassed by gold lines. It is printed in a variety of neutral colors, and is one of the daintiest patterns the Furnivals have ever put out. He also has a new line of scale goods in old Chelsea colors, but in floral designs. Those who have seen them have become quite enthusiastic over the goods. Besides these Mr. Robertson has a large number of new punch bowls, of which the Furnivals make a specialty.

Chas Streiff is showing a remarkably good line of white and gold goods, particularly white with gold bands and color lines. It is only a few years since the Guerin factory began making this style of ware, and the result has been exceedingly gratifying. The goods are constantly growing in popularity. Their gold encrustations and flow blue goods are in excellent demand.

The employees of L. Straus & Sons have had a beautiful set of resolutions engrossed for the family of the late Jere Friedman. It is the finest specimen of pen work that has ever come under our observation.

The shipping of French goods has enlivened that end of the business considerably.

Walter R. Wearn has just received two new paper-weights from the Riverside Glass Co., Wellsburg, W. Va., which are right up to date. One shows Teddy Bear and his wife standing erect, Teddy being fully accoutred with gun, knapsack, sword and belt, while Mrs. Teddy hangs on his arm. The other is the seal of Jamestown. Both are done in gold.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jakes. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 13, 1907.

"HELP WANTED."

TAKE up any paper, anywhere, and the caption of this article will stare you in the face. Manufacturers, merchants, contractors, professional men, agriculturists—in short, employers in all walks of life—are bemoaning the scarcity of good, intelligent help. With the tremendous influx of immigrants it would seem impossible for such a condition to exist, for while the majority are of course only available as laborers, a large number are capable of filling positions where education counts.

The great prosperity which has come to our land in the last few years has led to expansion in all kinds of business. New ventures in manufacturing lines have sprung up in every direction, and the immense undertakings in the construction of buildings, subways, tunnels, railroads and electrical lines have created an unparalleled demand for help.

In the potteries and glass factories the supply is limited by the action of the labor unions in the matter of apprentices. No secret was made of the intention of the workmen to keep down the supply of workers so that they might be sure of steady employment at high wages. The compulsory education and child labor laws, while conceived with the right and best intent, also contribute largely to the situation. The prohibition of child labor is from one standpoint philanthropic and humane. From another the age limit is too high. Kept in school until this is reached, the boys are launched on the world with a smattering of education that does not avail them in the higher ranks of

life, but gives them a distaste for labor. And even if they were willing to work they are shut out by the acts of their own parents from learning the trades.

In the wareroom end of the business conditions are the same. "Young men with experience wanted." What a paradox! Where are the young men to get the experience? They will not begin in the packing room and learn by successive steps, but want to "go on the road" at once.

The remedy lies in a return to old-time principles: In the factories more apprentices; in the mercantile houses young men whose object in entering is to obtain a knowledge of the business. It is only by such means that capable, educated, intelligent help can be secured for the future.

PERSONAL.

THE many changes in the personnel of the crockery trade in the District within the last few years are well exemplified by a recent experience of Thomas Parish, one of the veterans of the crockery trade, who retired from business about ten years ago. He says that the other day he walked into a large importing house where he was formerly a large buyer and known to every employee, and was met at the door by a young man who courteously inquired his business. He replied by asking to see a certain member of the force, and was told he was out. He inquired for another; he had left. For another; he was dead. In short, of all the people he formerly knew in that establishment there were but three remaining, and they were absent.



S. B. Clark has gone to New England with the lines of the Unique Art Glass and Metal Co. He advertised his trip in a unique manner by sending out a postal card showing a conflagration with the legend: "Old prices destroyed. New goods at prices hot for competitors." The card was gotten up in handsome colors, and would undoubtedly attract attention.



Chester Roberts, who travels West for S. A. Weller, is taking a vacation, and, accompanied by his wife, is making a little tour which includes Norfolk, the Jamestown Exposition and the city of Washington.



W. S. Pitcairn returned from England on the Campania last Saturday. He says that every factory there is as busy as can be, both home and foreign trade being remarkably good.



Scott Martin, salesman for the National Brass and Iron Works, Reading, Pa., arrived home from a trip a few days ago to find that he was a grandpa. From the smile on his face and the new energy he

seems to possess, it looks as though the factory will have to run on double turn as a result of the sales made on his next trip.



J. Murray Leach, formerly manager of Wilkins Bros.' china department, Des Moines, Ia., but recently with the J. C. Humes Co. of Kansas City, has taken the management of the china and housefurnishing departments of the Crockett Mercantile Co., Topeka, Kan.



Christian Scherfig, who for twenty-one years has represented the Royal Copenhagen Porcelain Works in this country, retired June 7. Chr. Clauson-Kaas arrived here from Denmark last week and took over the management of the New York office.



Chas. J. Rathgen, of Ferdinand Bing & Co.'s Successors, who has been abroad in the interest of his house, is due home on the 15th.



Walter G. Minnemeyer and his bride are spending their honeymoon at Duquesne Island, Georgian Bay, Canada, where "Minnie" has had a bungalow for several years. The wedding took place at Covington, Ky., the home of the bride, June 4. Mrs. Minnemeyer was formerly Miss Lillian Dorothy Bruns, a typical Kentucky belle, while Walter—everybody knows Walter. He intends to stay at his island retreat all summer, accumulating bass and muscalonge stories wherewith to regale his friends when he returns to his duties with the Dugan Glass Co., Indiana, Pa.



Among the Campania's passengers arriving here last Saturday was Chas. H. Woodbury, of the Mitchell, Woodbury Co. He went immediately to Boston.



J. W. French, with John Davison, came home last week from a tour lasting four and a half months, and which took him to the Pacific Coast. His homeward journey was through Texas, which he had not visited for ten years. He brought from San Francisco a photograph nearly four feet in length, taken from a captive balloon 1,500 feet in the air, showing the top of Knob Hill and about half of the burned district. The picture gives a better idea of the great fire than anything that has ever been published. Mr. French contemplates a visit to Europe for his vacation, and may leave during the coming week.



John W. Burgess, Assistant Appraiser in charge of the Sixth Division, tendered his resignation from the service on Monday to Col. Edward S. Fowler, Appraiser of the Port. The resignation is to take effect July 15, and in the interim Mr. Burgess has been granted thirty days' vacation, which began June 10. In behalf of Mr. Burgess it was stated that his retirement was due solely to failing health, and that it

was in no way connected with the recent visits of Assistant Secretary of the Treasury James B. Reynolds to the Appraisers' Stores. He is a relative of William Burgess, who has been so prominent in the French china cases, and when he was appointed was slated for the Second Division, but for some reason was put in the Sixth. He has been succeeded by Frank N. Petrie, of Herkimer.



Sam. P. Arnold, with Ed. Butler, is home from a Western tour lasting over five months. This, we believe, is the longest trip made by any salesman this year. It seems to have agreed with him, for he is looking remarkably well.



W. R. Noe has engaged passage to Europe on the Minnetonka, sailing June 29.



E. Torlotting, New York representative of the St. Louis Crystal Glass Co., will sail for Europe on the Provence Saturday.



W. T. Darden, Western salesman for Edward Butler, is rusticated at McClainsboro, Ill. He expects to be in New York the first of July.

THE COMMERCIAL AGREEMENT WITH GERMANY.

FOLLOWING is the text of the regulations provided for in the commercial agreement between Germany and the United States signed April 22:

"Market value as defined by section 19 of the customs administrative act shall be construed to mean the export price whenever goods, wares and merchandise are sold wholly for export, or sold in the home market only in limited quantities, by reason of which facts there cannot be established a market value based upon the sale of such goods, wares and merchandise, in usual wholesale quantities, packed ready for shipment to the United States.

"Statements provided for in section 8. of the customs administrative act are not to be required by consular officers except upon the request of the appraiser of the port, after entry of the goods. The consular regulations of 1896, paragraph 674, shall be amended accordingly.

"In reappraisal cases the hearing shall be open and in the presence of the importer or his attorney, unless the Board of Appraisers shall certify to the Secretary of the Treasury that the public interest will suffer thereby; but in the latter case the importer shall be furnished with a summary of the facts developed at the closed hearing upon which the reappraisal is based.

"The practice in regard to 'personal appearance before consul,' 'original bills,' 'declaration of name of ship,' shall be made uniform in the sense—

"1—That the personal appearance before the consular officer shall be demanded only in exceptional cases, where special reasons require a personal explanation.

"2—That the original bills are only to be requested in cases where invoices presented to the consular officer for authentication include goods

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of various kinds that have been purchased from different manufacturers at places more or less remote from the consulate, and that these bills shall be returned after inspection by the consular officer.

"3.—That the declaration of the name of the ship in the invoice shall be dispensed with whenever the exporter at the time the invoice is presented for authentication is unable to name the ship.

"Paragraph 678 of such regulations, as amended March 1, 1906, shall be further amended by striking out the words 'Whenever the invoice is presented to be consulsated in a country other than the one from which the merchandise is being directly exported to the United States.' And by inserting after the first sentence the following clause: 'As place, in which the merchandise was purchased, is to be considered the place where the contract was made, whenever this was done at the place where the exporter has his office.'

"Paragraph 681 of the consular regulations of 1896 relative to 'swearing to the invoice' shall be revoked.

"Special agents, confidential agents and others sent by the Treasury Department to investigate questions bearing upon customs administration shall be accredited to the German Government through the Department of State at Washington and the Foreign Office at Berlin, and such agents shall co-operate with the several chambers of commerce located in the territory apportioned to such agents. It is hereby understood that the general principle as to personæ grata shall apply to these officials.

"The certificates as to value issued by German chambers of commerce shall be accepted by appraisers as competent evidence and be considered by them in connection with such other evidence as may be adduced."

Concerning open hearings, in a special report by a committee of the Importers' Association, the committee says in part:

"Those who are opposed to these changes are quite as jealous of their own rights and privileges and those of their fellow-citizens as the advocates of 'open hearings'. Is it reasonable to suppose that if all that is said or written in favor of this change were correct, any difference of opinion would exist? Is it to be said that merchant A, who believes in holding to the present appraisalment methods, is not as strong an adherent of that 'principle which is fundamental and inherent in the common law and underlies the whole system of jurisprudence in the country' as merchant B, who invokes it in favor of 'open hearing'? The truth is that merchant A knows from his business experience that the change contemplated is a dangerous one. He believes that it will not result advantageously in practice; he is convinced that the change will be injurious in that its workings will make it extremely difficult to arrive at as correct an estimate of values as is possible at the present time, with the result that the tendency to undervaluation will be largely augmented.

"The provision of this amendment which would subject every merchant who was willing to testify in regard to values before the Board of Appraisers to a cross-examination, which could be distorted into an inquisition into the private affairs of that merchant's own business, calling for the production of his books, invoices, purchase memoranda and correspondence, means that it would be almost impossible to secure the attendance of merchants of standing at these inquiries.

"If undervaluation were an uncommon thing, it would appear reasonable to permit some leeway in the present method; but as it is a practice against which the Government and honest merchants must constantly guard, the reins must be held tightly. We believe that the present method of investigation into

values is the most serviceable one for the Government, for importers and home manufacturers."

It is learned on excellent authority that the French Government has received assurances from the State Department that many of the concessions contained in the German tariff agreement just promulgated will be available for France as soon as details can be arranged. This applies to matters of tariff administration and particularly to the provision regarding the consideration as evidence of market value of export prices furnished officially by the German chambers of commerce. It was also learned that France has made strong, though exceedingly courteous, diplomatic representations to the State Department, and has received in reply a statement that it is the Administration's desire to remove any cause that may exist for dissatisfaction.

Negotiations are also pending with England, and the probabilities now are that the same regulations will be made with other countries.

AN OLD SWINDLE REVIVED.

A TALL, portly man of good address, purporting to be an agent for the Metropolitan Racing Association, has been visiting houses in the District this week and getting prices on an outfit for a new club-house. Having completed this end of his mission he offers for a sum of money to give a tip on a winning horse. Last year the same man tried the same thing, the only difference being that he then represented himself as coming from the Belmont Association. Swindlers ought to know by this time that crockery men are not easy marks. They usually tumble to this sort of a game very quickly. This particular individual is a very smooth talker; but we doubt if he will catch anybody napping.

NEW SAND COMBINATION.

THE Pennsylvania Glass Sand Co., capitalized at \$2,000,000 has been launched in Philadelphia. Robert Kelso Cassatt, a son of the late A. J. Cassatt, and Winthrop Sargent, of the Standard Supply and Equipment Co., were the prime movers in the organization. They obtained options on six properties, which, with the prices paid, are as follows: The Juniata Sand Co., works at Granville and Mill Creek, \$100,000; C. P. Dull, McVeytown, \$125,000; Machlin & Stevenson, McVeytown and Vineyard, \$125,000; Keystone Sand Co., Mapleton, \$125,000; Mapleton Sand Co., Mapleton, \$65,000; Columbia Sand Co., near Mapleton, \$90,000. Payment for these properties was made three-fifths or more in cash and the balance in preferred stock of the Pennsylvania Glass Sand Co. Of the \$1,000,000 preferred stock, \$785,000 was issued in effecting the consolidation. Since then

the company has acquired the Hancock Sand Co.'s property at Hancock, Md. It is stated that the corporation is now doing a business of \$400,000 per annum.

THE NEW CUSTOM HOUSE.

It is announced that the new Custom House facing Bowling Green will be ready for occupancy early in July. It has been eight years in building, and the cost, land included, has been, approximately, \$8,000,000. The excavations and the building of foundations occupied about two years. Rock was struck forty feet below the curb line, and while the entire building is not built on the rock itself, concrete piles offered an equally firm base, and it is said that the foundations would support forty, instead of seven stories, if need be. The floor area is estimated at 300,000 square feet, providing ample space not only for the forces of the Collectors of the Port and all the customs officials, but an immense expanse for filing records.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
June 11, 1907.

BERLIN	
13 packages glassware.....	L Straus & Sons
116 " ".....	Endemann & Churchill
8 " ".....	Samstag & Hilder Bros
6 " ".....	A Steinhardt & Co
61 " ".....	Miscellaneous Orders
3 " chinaware.....	Geo H Wheelock & Co
1 " earthenware.....	Geo Borgfeldt & Co
18 " ".....	Knauth, Nachod & Kuhn
4 " ".....	N Wapler
12 " ".....	The Julius Levy Co
140 " ".....	Strobel & Wilken Co
46 " ".....	Miscellaneous Orders
47 " toys.....	L H Mace & Co
153 " ".....	Geo Borgfeldt & Co
2 " ".....	Hamburger & Co
37 " ".....	F A O Schwartz
24 " ".....	G W Travers
197 " ".....	Strobel & Wilken Co
82 " ".....	Miscellaneous Orders
4 " harmonicas.....	Strobel & Wilken Co

ANTWERP	
35 packages earthenware.....	Strobel & Wilken Co
76 " toys.....	" "

HAYEN	
60 packages chinaware.....	Paroutaud & Watson
44 " ".....	Endemann & Churchill
300 " ".....	Haviland & Co
32 " ".....	L Straus & Sons
81 " ".....	Vogt & Dose
16 " ".....	Wm Guerin & Co
55 " ".....	Miscellaneous Orders
270 " glassware.....	E Utard
81 " ".....	Miscellaneous Orders

LIMOGES	
115 packages chinaware.....	W L Briggs

MANCHESTER	
39 packages toys.....	Strobel & Wilken Co
7 " earthenware.....	" "
10 " chinaware.....	" "
6 " glassware.....	" "
2 " harmonicas.....	" "

LIVERPOOL	
200 packages chinaware.....	Haviland & Co
39 " ".....	Chas Ahrenfeldt & Son
2 " ".....	Miscellaneous Orders
1 " glassware.....	J Davison
4 " ".....	Miscellaneous Orders
1 " earthenware.....	L Straus & Sons
6 " ".....	J Davison
4 " ".....	O Goetz
6 " ".....	Meakin & Ridgway
11 " ".....	Maddock & Miller
6 " ".....	E Rorke
22 " ".....	The Julius Levy Co
8 " ".....	Strobel & Wilken Co
3 " ".....	Miscellaneous Orders
16 " toys.....	Strobel & Wilken Co

SOUTHAMPTON	
15 packages chinaware.....	Bawo & Dotter
12 " ".....	C L Dwenger
6 " ".....	F W Jenkins & Co
11 " ".....	J H Venon
1 " ".....	Miscellaneous Orders

ROTTERDAM	
19 packages earthenware.....	Strobel & Wilken Co
140 " chinaware.....	Geo H Wheelock & Co
25 " toys.....	Strobel & Wilken Co

HAMBURG	
32 packages glassware.....	Fensterer & Ruhe
14 " ".....	Chas Ahrenfeldt & Son
9 " ".....	F Bing & Co
128 " ".....	Geo Borgfeldt & Co
8 " ".....	G F Bassett & Co
7 " ".....	Eimer & Amend
28 " ".....	Kmy-Scheerer Co
61 " ".....	L Straus & Sons
10 " ".....	W R Noe
15 " ".....	Julius Palme
18 " ".....	N Wapler
27 " ".....	Strobel & Wilken Co
64 " ".....	Miscellaneous Orders
246 " earthenware.....	Bawo & Dotter
18 " ".....	Chas Ahrenfeldt & Son
55 " ".....	L D Bloch & Co
118 " ".....	O Goetz
7 " ".....	Hamburger & Co
3 " ".....	M Kirschberger
18 " ".....	Koscherak Bros
54 " ".....	L Straus & Sons
15 " ".....	F W Woolworth
48 " ".....	The Julius Levy Co
31 " ".....	Strobel & Wilken Co
95 " ".....	Miscellaneous Orders
41 " toys.....	Geo Borgfeldt & Co
31 " ".....	L H Mace & Co
137 " ".....	B Illfelder & Co
4 " ".....	C B Rouss
6 " ".....	Samstag & Hilder Bros
80 " ".....	Strobel & Wilken Co
167 " ".....	Miscellaneous Orders

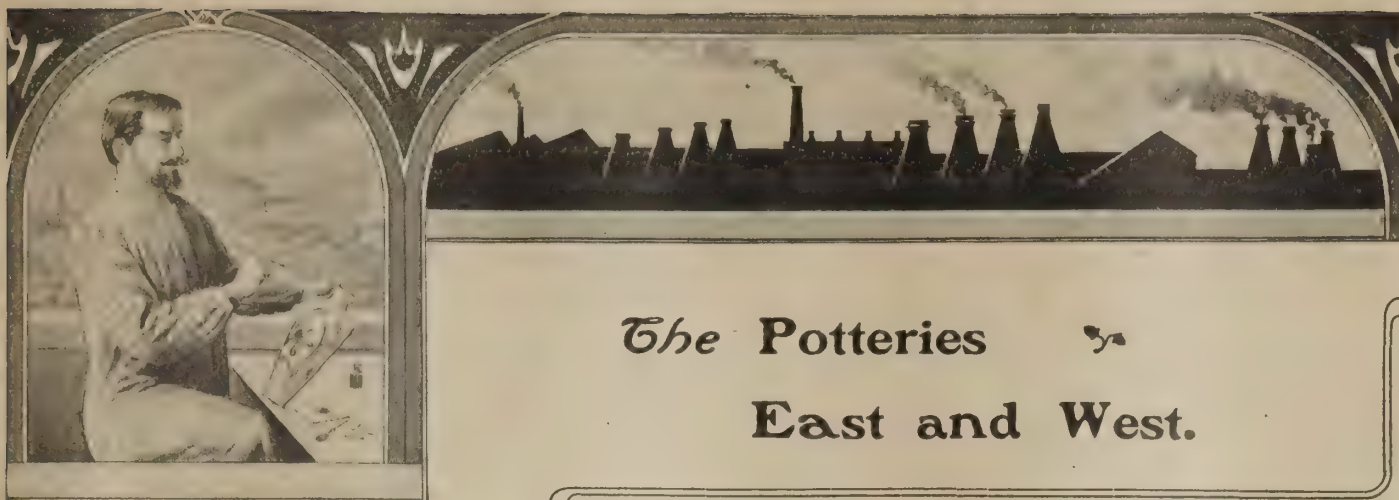
TRIESTE	
151 packages glassware.....	A L Crawford

IMPORTS AT PORT OF BOSTON.

LIVERPOOL	
51 packages earthenware.....	Jones, McDuffee & Stratton Co
3 " ".....	Reichner Bros
5 " ".....	G W Sheldon
10 " ".....	A W Chesterton
65 " ".....	Mitchell, Woodbury Co
2 " ".....	Miscellaneous Orders

LONDON	
3 packages earthenware.....	Wells Fargo Co

GENOA	
4 packages earthenware.....	Jordan Marsh Co



The Potteries East and West.

East Liverpool and Vicinity. Vice-president George C Thompson, of the U. S. Potters' Association, has announced that the mid-summer meeting of the Association will be held this year at the Hotel Schenley, Pittsburgh, beginning June 18. President James Pass is expected to be present, this being the first opportunity he has had to preside over a session, as he was abroad when he was elected during the meeting at Washington last December. The sessions will likely continue several days.

One of the prettiest novelties placed before the trade by a Western pottery this season is the line of American Beauties Medallion Plates by the Taylor, Smith & Taylor Co. The border with its heavy gold edge is a very attractive feature of the plate. Samples have been forwarded to the various representatives.

A greater number of buyers are expected here during the latter part of June and early in July than were entertained last year. Even now hotel reservations are being made. Manufacturers take this as an indication that stocks are low and that the buyers are preparing for a heavy fall trade.

The Colonial Trust Co., of Pittsburgh, Pa., has not yet come into possession of the Ford City Pottery property. The company's offer of \$51,000 for the plant has not yet been passed upon by the court. It is possible that before this is done a larger offer will be made for the property, and this will cause the court to open the matter again.

Harry G. Mills, of New York, Eastern representative of the Homer Laughlin China Co., is spending several days at the home offices at Newell, W. Va.

Cartwright Bros. are completing the most successful six months' business in years. Arrangements are completed for a new line of decorations to be shown about July 1.

James Deens, who has been in the South for

several weeks in the interest of the D. E. McNicol Pottery Co., has returned home. He is elated over business conditions in the South, where he succeeded in booking some fine orders.

David Bryan, at one time a well-known pottery salesman from the East Liverpool district, but who has been spending some time in California, has returned East. He will likely take the road again, but for whom is not yet announced.

E. E. Wilgus, who has been spending some time in the Eastern territory for the Knowles, Taylor & Knowles Co., has returned to the home office for a brief stay. His trip was a very satisfactory one.

Trenton. New designs in pottery are among the principal features of the exhibit now being held at the Trenton School of Industrial Arts. Charles Howell Cook, of the Cook Pottery Co., is a member of the board of directors, and takes a deep interest in its progress. The school has already begun to be a potent factor in developing artistic design and decorations, many of the ideas originated by the students now being used in the Trenton shops.

At the last meeting of the members of the Trenton Potteries Co. the following directors were re-elected: D. K. Bayne, F. W. Roebing, Sr., and John A. Campbell. Reports were read which showed the industry to be maintaining a healthy growth.

Charles H. Baker, Walter S. Lenox and Harry S. Maddock have just returned from the annual spring tournament of the Blooming Grove Association at Blooming Grove. Governor E. C. Stokes and others prominent in the State were included in the party.

Edward P. Bloom, who for seventeen years has been with the Trenton Potteries Co., much of this time in the capacity of chief clerk, resigned his position with that concern last Saturday. He will enjoy a three months' vacation, most of which will be

passed with his family at Taylorsville, where he has rented a cottage for the summer, after which he will devote himself to his real estate interests

* * *

O. O. Bowman, of the Trenton Fire Clay and Porcelain Co., will sail shortly for Europe, accompanied by Mrs. Bowman.

✕

"Rushed with business," is the statement of J. R. Warner, of the American China Co. For the summer buyers Mr. Warner is preparing some new decorations and novelties, of which he will make due announcement within a fortnight.

✕

The Georgia-Carolina Pottery Co., Augusta, Ga., has been reorganized and the capital increased to \$25,000. Originally the pottery was started in a very small way as a sort of experiment and because of the proximity of good clays. It is now proposed to make semi-porcelain and white granite. Collins McLean, formerly of East Liverpool, has been engaged to do the manufacturing. An organization committee, consisting of A. Levy, Roy Goodwin, M. J. Hallahan, James L. Hunter and John J. Evans, has taken the matter in hand to get subscriptions.

GLASS JOBBING HOUSE ABSORBED.

THE Pittsburgh Plate Glass Co. has absorbed the jobbing department of the Thomas Wightman Co., and in future will supply the trade of the Wightman company. This was the oldest glass jobbing firm in the United States, having been established in 1834 at 63 Water street, Pittsburgh, as the jobbing department of the Sligo Glass Works, which started in business ten years previously.

Thomas Wightman, the head of the Thomas Wightman Glass Co., is the oldest glass man in the United States, being ninety years of age, and having been engaged in the glass business since 1834, when, with William McCully and Frederick Lorenz, both long since dead, he secured control of the Sligo Window Glass Works. The firm also built and operated the old O'Hara works in the West End. This firm lasted until 1851, when it was dissolved, and that of Lorenz & Wightman was formed to carry on the business. In the sixties, Nimick & Co. and F. A. Lorenz were associated with Mr. Wightman in the operation of the West End and Temperanceville factories, and by 1873 the firm had two window glass and five green bottle houses in operation. In 1871 the jobbing department was moved to 34 Wood street, next to the St Charles Hotel. In 1887 a building at 209 Wood street was leased for the jobbing department, where it remained until 1902, when it was moved to 104-6 Wood street, and in 1905 to its present quarters, 230 2 Second avenue.

BUSINESS BRIEFS.

The glassware stock of Spigel Bros., 32 East First street, this city, was damaged by fire recently. Insured.

The Maison Blanc, of New Orleans, is preparing to open a complete crockery, glass and housefurnishing department.

It is reported that J. A. and A. R. Jones, father and son, have sold their interests in the Queen City Cut Glass Co., of Buffalo.

A new department store, to be known as the "Glass Front," will open at Calumet, Mich., June 15. The basement will be used to show china and glass.

The Ideal Cut Glass Co., Canastota, N. Y., re-elected the following officers last week: President, W. P. Hitchcock; vice-president, R. E. Wright; secretary, G. G. Coddington; treasurer, W. S. Reese. It is proposed to increase the capital stock by \$15,000.

The Cumberland Glass Co., Bridgeton, N. J., and the Richard M. Moore Glass Co., Fairton, N. J., have been adjudged guilty of polluting the Cohansey river by permitting the flow of refuse into it. The decision carries with it a penalty of \$200 and costs in each case. An appeal will probably be taken.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g May 24, '07	Correspond- ing period 1906	Exports Jan. 1 to May 24 '07	Correspond- ing period 1906
Boston	155	80	2455	2863
New York	111	114	2879	2233
Baltimore	439	172	3219	5707
Philadelphia	30	34	1070	605
New Orleans	1	4	3412	1536
Newport News .....	.....	.....	497	552
San Francisco .....	.....	5	148	455
Portland (Me.) .....	.....	1	3538	368
Galveston	19	9	597	368
Portland (Or.) .....	.....	52	20	576
Inland Points .....	.....	21	140	5004
Total ..	755	492	22975	20287

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g May 25, '07	Correspond- ing period 1906	Exports Jan. 1 to May 25, '07	Correspond- ing period 1906
New York	212	114	3261	2355
Boston	185	76	2093	2974
Philadelphia	30	19	1119	505
Baltimore	759	172	8082	5870
San Francisco	2	5	148	425
New Orleans	890	4	3150	1796
Portland (Me.)	61	1	1937	319
Galveston	19	9	459	849
Newport News .....	.....	.....	493	437
Portland (Or.) .....	.....	53	20	627
Inland Points .....	.....	50	61	5753
Total	1658	502	20871	21469



THE GLASS FACTORIES

Pittsburgh and Vicinity.

Quite an impetus was given to business during the past ten days because of the sunshine. Larger sales were noticed in the crockery and glass departments of all stores, and buyers were elated at prospects. Jobbers have also shared in the awakening, and many large orders were received. Buying is being done for the fall as well as the summer trade. Little attention is being given to prices, the heaviest buyers demanding that the goods be shipped early after Sept. 1. The best illustration of business conditions is shown in the several statements of a manufacturer, jobber and retail department buyer. The first says that for May last business was \$25,000 in excess of that of May, 1906. The jobber reports his business for the first five months was one third more than for the first six months of last year. The department manager for four days last week listed total sales over \$800 in advance of the corresponding week in 1906.

Prices on lamps are being firmly maintained. Manufacturers of this class of goods say there is no trouble in getting the advance over old quotations.

A charter has been granted the Bryce-Higbee Co., of Pittsburgh, with a capital stock of \$10,000, the object of the company being to take over and operate the old Bryce-Higbee factory at Homestead. The directors of the new company are J. W. Hanley, Elliott Frederick, both of Allegheny, and C. L. Kerr, of Pittsburgh.

Daniel Stoehr, manager of the Chicago office of the Pittsburgh Lamp, Brass and Glass Co., who has been spending several days here, reports Western business better than for many seasons.

A new rolled-edge soda tumbler just placed before the trade by the United States Glass Co. is taking well. Druggists are already placing heavy orders for the line.

Major S. C. Dunlevy, one of the oldest employees of the United States Glass Co., has returned to his

desk after a pleasant vacation with old friends at Bridgeport, O.

Mr. Yunker, of the Yunker-Zorn Co., Milwaukee, Wis., was in the district placing orders for glass during the past week.

Ira Fickes, representing Gill & Co., Philadelphia, was at the Hotel Henry last week showing goods for the fall trade. He reports a very successful trip.

T. B. Neely, of the crockery and glass department of Boggs & Buhl, Allegheny, has returned from Toledo, O., where he placed some business for cut glass.

C. B. Levy, representing Goodwin & Kintz, of Winsted, Conn., showing a complete line of metal goods, opened at the Colonial last week. His Pittsburgh trade was very satisfactory.

Managers of the various departments of the Joseph Horne store will give a minstrel show June 14. Among those taking part are W. J. Stout, in charge of the crockery and glass department, and his assistant, H. F. Borland.

Department store managers anticipate a heavy business in electroliers during the coming season. Large orders are already being placed for the best grades.

The financial statement of the Ohio Fuel Supply Co. for the twelve months ended April 30, 1907, shows gross earnings, \$2,056,940; operating expenses, \$1,088,629; net earnings, \$968,310; dividends paid, \$649,319; surplus, \$318,319. During the past year the company has increased its holdings in West Virginia and now has about 100,000 acres. In this new territory three wells, having a daily production of 24,000,000 cubic feet, have been drilled, and three more are drilling. The number of consumers has increased from 31,938 to 45,136.

Walter F. Jones, in charge of the Northwest territory, D. H. Cushwa, in charge of the Middle West, and W. T. Campbell, from the Southern territory,

have returned from their respective trips for the United States Glass Co. Each announces his faith in the fall trade; and if past orders are an indication there will be no disappointments.

✱

The Consolidated Lamp and Glass Coraopolis, Pa. Co has just completed a new line of stand lamps, showing nine sizes, in blue, green and crystal. Advance orders are heavy, and the indications are that the line will have a steady run. All departments of this factory are running full.

✱

With the Riverside Glass Works a Wellsburg, heavy fall business is being booked, W. Va. and from indications will break all past records of this factory. "We will surprise the trade with some new things we have in view," remarked Secretary Thomas G. Jones, "but I can't just say when we will have everything ready." Mr. Jones has worked hard to increase the business of this firm, and has succeeded in every particular. E. C. Sullivan, Southern traveler, has returned after a most successful trip.

James Paull, of the Eagle Glass offices, delivered an interesting address at the annual banquet of the Wellsburg Board of Trade a few nights ago. In responding to the toast, "Our Manufactures," he gave a brief summary of the early history and growth of Wellsburg, and said that the first glass factory in Wellsburg was erected in 1813.

✱

The old glass factory at Barnegat, N. J. gat, which has stood idle for seven years, will again be put in blast on September 1, having been taken in charge by a number of Bridgeton glassworkers, who will operate it under the co-operative plan. The officers of the concern have been elected and are as follows: President, Joseph Whelan; secretary, Daniel Borden; treasurer, Ellsworth Dawson, all of whom are at present employed in the Bridgeton factories, but who will, just as soon as the fires go out there, take charge of the new enterprise. The Barnegat plant is an eight ring continuous tank, and during the summer months will be entirely rebuilt and put in first-class working condition.

✱

The Haskins glass factory resumed operations last Monday after an idleness of a fortnight. Martin's Ferry, O. Enough orders are on hand to carry them until the close of the present fire. The firm has had a very successful season.

✱

The Acme Glass Works at this place had to close down last Thursday on account of a baseball game. "All work and no play makes Jack a dull boy," of course; but it is hard on the manufacturers just the same. The operatives do not realize

the expense entailed by such a shut-down; and the chances are that if they did they wouldn't give it the slightest consideration.

B. & D'S BASEBALL TEAM.

THE employees of Bawo & Dotter have recently organized a baseball team, supplemented by a second nine as a reserve. It is proposed to uniform the team, and a fund has been started, headed by Carl Bawo with a very liberal donation, followed by Geo. Lemcke and J. F. O'Gorman. The team played the Western Electrics last Saturday and won in an eleven-inning game by a score of 21 to 20. The secretary requests us to announce that they are ready to play any nine in the crockery and glass district, and will be glad to receive communications with that end in view. The boys feel grateful for the liberal donations of their friends, and will endeavor to sustain the reputation they have always borne.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

A SALESMAN with an extensive acquaintance wants a line for the jewelers, department and crockery trade for the Middle West with headquarters in Chicago. A manufacturer's line preferred. Best of references. Address J. A. D., this office.

BUSINESS OPPORTUNITIES.

WANTED—By an experienced crockery salesman with an established trade in New England, an up-to-date line of crockery. Must be such as would warrant a man devoting his time to this line exclusively. Address CROCKERY, 537a Columbus Avenue, Boston, Mass.

INVESTMENT OPPORTUNITY, GLASS WORKS—Opportunity for competent office and financial man with from \$3,000 to \$5,000 to invest with services, to secure position as treasurer of established, growing, successful, dividend-paying, specialty glass works. Unusual opportunity for right man. Write, giving full details of experience, to "T. I. 77," Hapgoods, 1128 Park Building, Pittsburgh, Pa.

HELP WANTED.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

CUT GLASS SALESMAN wanted for city and vicinity. State experience, references and expectations. Address WELL-KNOWN LINE, this office.

OLD-ESTABLISHED New York importing house, doing both an import as well as a stock business, carrying the right line of goods at right prices, offers excellent opportunities to thoroughly competent, clean cut, aggressive salesmen, with established trade, who will begin at moderate salary until ability to make good is established. State age, experience, salary expected and references. Letters treated confidentially. Address HUSTLE & MAKEGOOD, this office.

Continued on page 26.



The illustrations show the table set in our 15106 Buckingham pattern. A magnificent pattern with the charming brilliancy of rich cut glass. Every article shows the superior workmanship, excellent finish and high-fire polish. And the prices are just right. Catalogue showing complete line and price list furnished on request.

UNITED STATES GLASS CO., PITTSBURGH, PA.,

LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD.

More than 20,000 different articles, and to which we are constantly adding.

Pressed Tableware, Lead Blown Stemware, Lead Blown Tumblers, Show Jars, Soda Fountain Supplies, Decorated Ware Gold, etched, enameled, engraved and sand-blast. Lamps, plain and decorated Pressed Stemware, Pressed Tumblers, Pressed Beer Mugs, Confectioners' Supplies, Druggists' Ware, Packers' Ware, Novelties, Photographers' Goods, Wine Sets, FANCY CUT GOODS, etc. Catalogues of the different branches of our business furnished on request.

BRANCH SHOWROOMS:

New York, 29 Murray St.
Baltimore, 110 Hopkins Place.

Boston, 127 Federal St., Arco Building.
Chicago, 409 Atlas Block, 35 Randolph St.
St. Louis, 617 Granite Bldg., 4th and Market Sts.

Philadelphia, 9th and Market Sts.
San Francisco, 271 Stevenson St.

HAMBURGER & CO.,

28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



Fish Globes,
Cake Covers,
Aquariums

SEND FOR PRICES.

James J. Murray & Co.,

MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

WILLIAM R. ELFERS,

SILVERSMITH,

140 Sullivan Street, New York.



MAKE a specialty of Screw Tops, in sterling silver and other metals, for Salts, Peppers, Sugars, etc.—in short, for every kind of bottle.

TRY ME!

SYRACUSE CHINA

MADE BY
ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFÉ
CLUB

CHINA

SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

237 BROADWAY, CORNER PARK PLACE

FRENCH CHINA.

We carry import samples of the
cleverest line of

NOVELTIES

that ever came across the salty seas.

We invite inspection and criticism,
the deciding point to be with you.

COME IN AND LET US GET TOGETHER

Blakeman & Henderson

CROCKERY EXCHANGE BLDG.

25 West Broadway, NEW YORK CITY

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of
our newest in Dinner and Toilet Ware
—everything up-to-date (and some ahead of
time)—all for import only and for early fall
delivery. Those that have seen the samples
have shown their appreciation by their
orders; those that have not seen them are
invited to do so.

We have no one on the road, but we
have full-sized colored photographs of above
which can be sent on application. A call
or request will be appreciated by

James S. Robertson,

AGENT,

96 Church St.,

New York.

CHINA. ———

———— JAPAN.

Carlowitz & Co.

537-539 Broadway,

Telephone, 1966 Broad

New York City.

———— IMPORTERS OF ———

Japanese and Chinese Porcelains, Bronzes,
Ivories, Screens, Cloissonnes, etc.

———— STOCK OR IMPORT. ———

We Are Delighted

TO PRESENT TO THE TRADE

The "CROWN"

PATENTED SALT-SHAKER.

With Peppers to Match.

HANDSOME COLONIAL BOTTLES.

ABSOLUTELY NON-CORROSIVE.

SILVER TOPS and FITTINGS.

Clogging in the crown is prevented by a simple device as shown here. Send for prices and terms.

Special inducements to large jobbers.



The H. & H. Mfg. Co.,

BRASS, COPPER and NICKEL WARE,

Office, Salesroom and Factory: 554-562 West 25th St., New York.

DOWN-TOWN SAMPLEROOM:
With Keane & Martin Co.,
100 Chambers St., New York.



PACIFIC COAST AGENCY:
35 Van Ness Ave., San Francisco, Cal.
In charge of EMIL HOFELD.

"For 30 years the World's Standard."

AGATE NICKEL-STEEL WARE COOKING UTENSILS.



BEWARE OF IMITATIONS.
Each genuine article has
this TRADE MARK 
burnt in the enamel and
GUARANTEED FOR 5 YEARS.



Manufactured by

LALANCE & GROSJEAN MFG. CO.,

Chicago.

NEW YORK.

Boston.



NEW YORK, JUNE 20, 1907.

THE CONDITION OF BUSINESS.

New York. The advent of warm weather has already stimulated business in the West, where it first made its appearance, and it is hoped that before long things will be better hereabouts. The summer exodus to seaside and country, so long delayed, set in with full force last Saturday. Consequently, some business is being secured from favorite resorts, with more to follow.

Crop conditions are improving with every warm day, and the prospects are looking better.

The new German tariff is causing considerable discussion. Its friends believe that its operation will be very desirable, while its opponents fear tariff complications with other nations and injury to the American manufacturers. Results, however, will not be known until it is put in operation July 1.

The French importers, who have been doing no shipping for many months, began last week to deliver their goods, and this occasions considerable activity among the houses which handle these wares.

German goods are beginning to arrive at the stock houses, and among them are some very pretty things. It is said that the jobbers will be able to take large quantities.

The English manufacturers are now sending over a lot of goods which were delayed on account of

the heavy orders taken earlier in the season. The new samples will be ready about the first of August.

The American potteries are still doing an immense business, and have hardly caught up with the spring orders before they are called upon for fall goods. They are still hampered by lack of workmen.

The glass business is good in some directions and poor in others. Blown and stemware are in great request, while pressed tableware sets are very slow. The independent factories are full of orders, and their summer shutdown will be very short. The Association factories will close down for two weeks only.

Cut glass has been in great request on account of the June weddings, and most manufacturers have all they can attend to.

The lamp trade, which has been fairly good, seems to be experiencing a little lull. Most orders for decorated glass have been placed, and it is too early for metal goods.

Housefurnishing goods are in great request, the warm weather having induced a sudden call for nearly everything under the head of summer goods. Staples are still in demand, and manufacturers have filled orders a little more promptly of late. Many are still behind, however, and the new spurt may further re-

tard deliveries. Everything made of wood is scarce and high, and goods composed partly or wholly of iron are held up by the foundries.

Retail trade in the country still continues good. Country merchants complain that the difficulty in getting deliveries in some instances seriously affects their business—in fact, had the season opened earlier they would have suffered considerable loss. While it can not be said that the retail trade in the city is good, it is certainly better than it was before the temperature commenced to rise. Outside of crockery and glass, business has improved very materially. The call for summer goods of all kinds has been excellent for the last few days. The crockery men will have their innings in due time.

The approach of midsummer finds the **Trenton.** Trenton potteries hard pressed with orders, and there promises to be no let up throughout the season. The resting time that is usually taken in July will probably be short. All indications point to an early and large fall demand.

While the conditions remain excellent, current demands have dropped off somewhat during the past week, owing to the off season and also to the fact that the road men have started to take their vacations. Jobbers report an exceptionally heavy fall business already booked, while immediate orders are slow. Collections with the jobbers are not what they should be, but manufacturers announce money somewhat easier.

All the Western potteries are busy, and many have orders booked far ahead. Managers announce that the orders for the past week have been quite satisfactory. Much attention is being given the midsummer and fall decorations. The majority of the traveling salesmen are off the road, and business from this source is consequently light.

FOR THE CROCKERY BUYER.

"SUGGESTIONS for the Crockery Buyer," a neat, businesslike portfolio issued by the Buffalo Pottery, will interest anyone who has to keep a stock of crockery up to date and moving. Besides illustrating and describing the company's complete line of jugs, which have made such a decided hit, it tells about the rail and historical plates and hunting plaques made by the Buffalo people, and makes a sample line offer that's worth while. Address the Buffalo Pottery, Buffalo, N. Y., and a copy will be sent postpaid.

BUSINESS BRIEFS.

The Stevens Pottery, owned by John Donaldson, Winnsboro, Tex., was recently burned.

The Hygiea Bottle Cap Co., this city, has been incorporated with a capital of \$100,000.

E. E. Spencer Porcelain Co., Whitehall, Ill., has been incorporated with a capital of \$2,500.

The Bournique Glass Co., of Kokomo, Ind., has been incorporated with a capital of \$20,000.

The Vineland, N. J., Glass Tube Co., to manufacture bottles, etc., has been incorporated. Capital, \$25,000.

Douglas Novelty Co., this city, has been incorporated to manufacture and deal in novelties. Capital, \$50,000.

Fire recently damaged the cut glass factory of John McCue, 376 Monroe street, Brooklyn, N. Y. Loss, \$1,000.

E. R. Ramsey Co., Milo, N. Y., has been incorporated with a capital of \$50,000 to manufacture ceramic products.

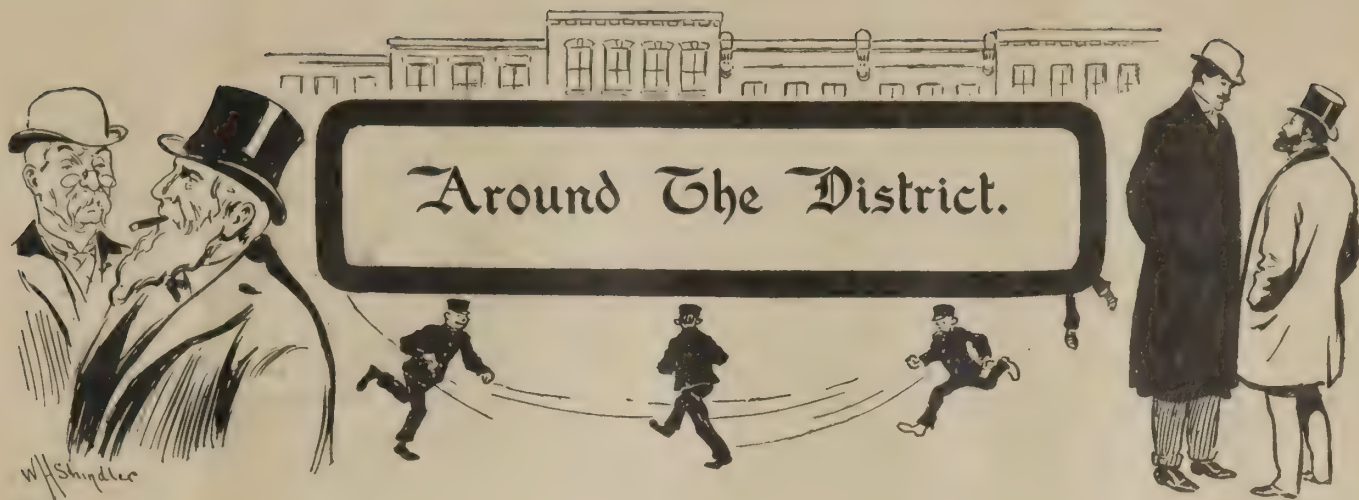
To manufacture gas fixtures, lamps, etc., the Automatic Safety Gas Burner Co., this city, has been incorporated. Capital, \$30,000.

Judgment for \$100,000 against the Bell Pottery Co., Columbus, O., is asked by the Ohio Trust Co, in a cross petition filed last week as part of the proceedings in the suit which threw the company into a receivership. The company is alleged to owe \$100,000 on a mortgage bond issue of December 31 last.

TWO DEPARTMENT STORE MEN KILLED IN AUTO UPSET.

A DESPATCH from Cincinnati says that in a mad race after another automobile, Alfred Trevor, and his brother Thomas, executive heads of the H. & S. Pogue Co. department store, were thrown out of their machine on Tuesday last. Both died from their injuries within an hour.

The car belonged to Alfred Trevor, and just before the accident Thomas looked ahead and saw his own automobile on its way down town to get him. He directed the chauffeur to put on speed and overtake it. At that instant a pedestrian started to cross the street, and the chauffeur swerved in the attempt to avoid him. He was unsuccessful, however, the man being knocked down and his leg broken. The tonneau struck an iron post alongside the road, and both its occupants were thrown out. When picked up it was seen at once that Alfred Trevor was mortally injured, and a little later Thomas's skull was found to be fractured. Both men were married and had families.



SUMMER stillness reigns in and around the District, broken only by an occasional visitor and a few mail orders. The vacation season having begun, many familiar faces are missing. European travelers, however, are beginning to return, and in another fortnight nearly all will be home.

Chas. Ahrenfeldt & Son have some very desirable close-outs which they offer to the trade at bargain prices. The lines consists of fancy and table glassware, some Vienna goods, bric a-brac, and a little choice Dresden ware in the famous Onion pattern. The stock is not large, but what there is is good. It is an opportunity for buyers to get desirable ware at extremely low figures.

W. H. Dunn & Co. are showing new lines of Fenton art glass in light-weight crystal pressed ware with cut glass patterns. The designs are exceedingly clever. The line includes cake plates, bonbons, etc., which are also shown in amethyst, green, blue and opalescent. There are also some new decorations on tankards and lemonade sets. The firm is also showing a new ox-blood jardiniere and pedestal from the Radford Pottery Co. which comes as near being the famous Chinese red as is possible.

The New York office of the Jones Dry Goods Co., of Kansas City, Mo., is now located on the eleventh floor of 31 Union Square. This firm has hitherto been represented in the New York market by George Sloan, on the third floor of the same building, along with other clients for whom Mr. Sloan acts in the capacity of representative. The Jones Dry Goods Co.'s business has grown to such proportions, however, that an exclusive representative has been deemed necessary, and Frank Vickers, who has for years been connected with the firm, has taken personal charge. He will not only control the buying for the firm in this city, but will direct operations in all the Eastern markets.

The last of the French chinaware cases was disposed of last week by the Board of General Appraisers when an advance of five per cent. on scattered spray and low priced wares was ordered on goods

made by Theodore Haviland. On all the other wares involved the entered value was sustained.

While the new warerooms of Edward Miller & Co., at 78 and 80 Warren street are not yet in exactly complete order, they are so far advanced that the firm will welcome visitors. They are showing upwards of 250 samples of gas portables in as many different shapes, finished in Colonial brass, bright brass, shaded brass, and more particularly in Patina brass, in which they excel, together with every other finish known. They have over 200 electric portables, all in absolutely new styles, and in the same finishes as the gas portables. There is a bewildering array of gas fixtures, and a brave display of oil lamps. This house has long been known for the excellence of its workmanship and finish, and its reputation in this regard is fully sustained. The lines are as large as, if not larger than, those of any house making portables, and everybody handling these goods should go in as a matter of curiosity, even if they do not buy, for the goods are well worth seeing.

The Royal Copenhagen Porcelain Co. at No. 1 Hudson street are showing a new dinner set in underglaze blue which is very attractive and at the same time very moderate in price. It has a basket-edge embossing, and is decorated with clusters of blue flowers underglaze. Mr. Clauson-Kaas, who is now in charge, has also a large line of their "Aluminia" ware, all hand-made and hand painted in characteristic designs. The body and glaze are excellent, and the potting is of a superior order. Dealers who are not acquainted with the beauties of Royal Copenhagen ware should drop in and look at those vases decorated with iceberg scenes. They are exquisite.

The famous Sanderson collection of Wedgwood ware, which was purchased last week in London by Duveen Bros. for \$100,000, contained as its gem a replica of the famous Barberini or Portland vase, of which there are only sixteen copies extant. One of these is in the possession of Kennard L. Wedgwood at 25 West Broadway, who will be glad to explain its beauties to any of our readers who are interested.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKES,

92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 20, 1907.

NATIVE ART AND ARTISTS.

REPORTS from the American potteries are to the effect that the business of the year has exceeded anything ever known in the history of domestic earthenware. So great has been the call that although nearly every plant was pushed to its utmost, goods could not be shipped as fast as wanted. In spite of the enlargement of existing plants and the addition of numerous new ones, the supply has not equalled the demand.

Not only has the manufacture increased in quantity, but the quality has been greatly improved. Place the ware of almost any modern plant alongside that made a few years ago—in some cases even a year ago—and the difference in body, glaze, design and decoration is so marked that it does not need an expert to see the improvement. Perfection has not been reached, but wonderful progress has been made; and that the efforts of the domestic potters are appreciated is shown by the demand for their wares. The men who buy them are good judges. They would not select them if they were not salable. That is the supreme test. No man will put out money for goods of any nature unless he feels sure that he can sell them at a profit.

While much has been done, there is yet room for improvement in the matter of design and decoration. The effort should be towards greater originality; and this can be largely accomplished by the adoption of native subjects. Has anyone thought of the possibilities that lie in the sweet potato vine as a decoration?

Nothing could be prettier or more graceful. If the decalcomanie makers would bring out designs of a less conventional character and along the lines suggested, it would be a long step in the desired direction. And if the demand is big under present conditions, there is no telling what it would be then.

Why not an American school of art? The Cooper Union in this city graduates every year a lot of clever young men. If the Committee on Art and Design of the Potters' Association would get in touch with the faculty of that institution, some of these young artists might be educated specially for this purpose.

It is because the American potter has made such progress that he should strain every nerve to do even better. It will cost money, but experience proves that when the potters want to achieve any special object the money is always forthcoming. Why not levy an assessment on each pottery to educate native designers of native subjects?

PERSONAL.

NOT every church can have a millionaire to pump the organ, but the Unitarian church at Alton, Ill., had that distinction one Sunday morning lately. At the morning service the man who ordinarily furnishes the muscle for that purpose could not be found just before the closing hymn, and it was feared for an instant that it might be necessary to sing without organ accompaniment. Wm. Eliot Smith, president of the Illinois Glass Co., volunteered to serve, and although he had no previous experience as an organ pumper he performed the duties of the office quite as well as the man who was being paid for it. Mr. Smith received many commendations after the close of the service because of his successful labors behind the screen



E. F. Anderson, of Geo. F. Bassett & Co., who has been in Europe for some weeks, sailed for home on the Caronia June 18, and is due here on the 25th.



Frank L. Fenton, of the Fenton Art Glass Co., Williamstown, W. Va., will take unto himself a wife on June 27. The lady is a niece of Capt. Muhleman, of the Imperial Glass Works, Bellaire, O., and sister of A. T. Muhleman, auditor of the concern.



U. S. Snellbacher, formerly with the Enterprise Department Store, St. Paul, Minn., is now buyer and general manager of the Glass Block Store Co., Calumet, Mich.



Louis F. Meyer, with the Scruggs, Vandervoort & Barney Dry Goods Co., arrived in town last Friday without an overcoat, and the temperature at 54. When he left St. Louis the thermometer ranged between 80 and 90, but the chilliness here did not lessen his enthusiasm. He came to purchase some special-

ties for a tea room which his firm is going to establish on the seventh floor of the new building. It will be a very handsome apartment, and the china will be of the best. He will be here for a few days.



W. D. Finke, in private life a cut glass man, officially is adjutant of a battalion in the 13th Regiment. Last week his regiment, together with the 7th, was mustered into the United States service for a period of eight days. Mr. Finke became Communication Officer in the Fire Commander's Station and acquitted himself with valor. In the realistic drill during which the various commands repelled an invading force and protected New York from attack, Lieutenant Finke, for this is the rank his office carries, received special mention for his good work.



A. Paroutaud, of Paroutaud & Watson, came home last week from his annual trip to Europe and says that they will have a lot of novelties to show later—in fact, their whole line will be radically different from anything they have ever had.



Chas. S. Dennis, secretary of the Wholesalers Association, made a flying visit to New York on Monday.



J. D. Bergen, the old time cut glass manufacturer, owing to ill-health has disposed of the bulk of his holdings in the J. D. Bergen Co. to Walter H. Bradley, of Meriden, Conn. Mr. Bradley, it is understood, will make no changes in the personnel of the company, but will put in additional capital to enlarge and develop the business. Mr. Bergen's plans are indefinite, although he thinks that after thirty years of hard work he is entitled to a good rest.



John J. Hines came in on Saturday from a tour, begun March 20th, which took him as far as Denver. Monday night he made a flying trip to Pittsburgh, returning Thursday. He is now going to the St. Lawrence River—that part of it where "boiled" shirts are scarcely known—and will stay as long as the fish bite.



R. de G. Watson, who is usually to be found at his desk during business hours, was missed for a few days last week. He had a special mission which took him to Chicago. He ran into a hot wave, and brought it back to New York with him.



Oswald Tschaeché, an old-time crockery man of Detroit, Mich., sold out his business recently and on Monday arrived in New York on his way to Europe. He took with him his favorite saddle horse, and will spend a year in Germany. After that his plans are not settled, but it is more than likely that he will get back into the china business eventually.



Warren S. Creveling, who travels for the Taylor, Smith & Taylor Co., East Liverpool, is in New York this week. Mrs. Creveling leaves on the new ship,

President Lincoln, sailing June 22, with a party of friends to spend the summer in the south of France. Warren would like to go, too, but says he can't spare the time.



Harry N. Herber, with Ignaz Strauss & Co., who has been showing Japanese goods through the West as far as Denver, returned on Saturday for a summer vacation.



B. F. Drakenfeld, who has been abroad for several weeks, accompanied by his wife, is booked to leave Southampton June 19 and is due here on the 26th.



John J. Miller was booked to sail on the Caronia, leaving Liverpool on Tuesday, the 18th.



E. A. Ernst, formerly with Kaufmann, Strauss & Co., Louisville, Ky., has become the buyer of crockery and glass for the H. & S. Pogue Co., Cincinnati, and was in New York this week placing orders.



Colonel George K. Wright has resigned from Saks & Co., 34th street and Broadway, this city, after holding the position of superintendent since the store was opened, five years ago, and has accepted the superintendency of Brooklyn's newest store, to be known as "Darlington's," which is being put up on the site of the building recently occupied by Chapman & Co., on Fulton street.



Geo. B. Jones is due here from Liverpool June 26, via steamship Caronia.



Mr. Viemer, assistant buyer to C. L. Patterson, with Carson, Pirie & Scott, Chicago, came East this week to attend the funeral of a relative. He took occasion while here to shake hands with a few of his New York friends.



Geo. Watts, of Milwaukee, Wis., accompanied by his wife, sailed on Wednesday for Europe on the Adriatic. They will be gone until the middle of September on a purely pleasure trip.

WILL FIGHT.

A PETITION in involuntary bankruptcy was filed in the United States Court at Pittsburgh last week against the Union Potteries Co., of Pittsburgh. The total claims amount to \$2,544.28. The petitioners are Frederick Robertson & Co., of Tonawanda, N. Y., Adolph Cohen and H. Weinberg & Co., of New York.

At the offices of the Union Potteries Co. in Pittsburgh the statement was made that the firm never had any dealings with two of the parties named, and that the allegations in the petition are denied in every particular. The case will be fought, and a cross petition will likely be filed by next week.

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"WILL YOU ENTER?"

THE committee entrusted with the arrangement of this year's golf tournament has sent out the following:

It is proposed to hold the second annual Handicap Golf Tournament of the members and friends of the Pottery, Glass and Brass Salesmen's Association late in July or early in August this year—exact date and course to be announced later. Owing to the signal success of last year's tournament a large field is anticipated. In addition to the CROCKERY AND GLASS JOURNAL Cup, there will a Subscription Cup for the net low score and a Directors' Cup for the runner-up. Entries are now being received at the Secretary's office, No 76 Park Place, New York.

The CROCKERY AND GLASS JOURNAL Cup, won last year by Arthur S. Higgins, became the property of the winner, a new cup being presented this year.

The committee in charge are as follows: H. P. Muirheid, chairman; J. F. O'Gorman, secretary; Col. C. J. Seiter, Wm S. Pitcairn, J. Duncan Dithridge, John J. Miller, W. W. Magee, L. S. Owen, A. S. Higgins, Benj T. Kissam, Wm H. Race, Fred G. Howell, Ernest D. Wetton, E. C. Ledger, Geo W. Brownley.

THE POTTERS AT PITTSBURGH.

AT the midsummer meeting of the United States Potters' Association, held at the Hotel Schenley, Pittsburgh, on Tuesday, the report of a committee appointed several weeks ago to investigate the new price lists for packages adopted by the cooperage firms was adopted. It was agreed that the advance was just, and the the new prices will become operative July 1. In the absence of President Jas. Pass, Vice-president Geo. C. Thompson presided.

Following is the list:

CASKS	BARRELS	CRATES
00—\$2.75	24-in.—.90	12-piece toilet—.40
0— 2.40	22-in.—.80	112-piece dinner—.40
1— 2.25	20-in.—.65	100-piece dinner—.35
2— 2.10	19-in.—.55	smaller sizes—.30
3— 1.90	18-in.—.45	
4— 1.60	17-in.—.45	
5— 1.40	16-in.—.45	
6— 1.20	14-in.—.40	
7— 1.10		

Car packing \$1.00 per ton.

This was the only official action taken, the afternoon session being in the nature of an informal talk during which a number of suggestions were made which may bear fruit later.

Those attending the meeting were: W. S. George, East Palestine Pottery Co.; A. C. Walker, Ohio China Co.; Daniel Cronin, Salem China Co.; L. K. Force, Summit China Co.; Harry D. Wintringer, Steubenville Pottery Co.; H. A. and T. A. McNicol, Potters' Co Operative Co.; J. T. Smith, V. L. Hickman and E. A. Crawford, Smith Phillips China Co.; Louis I. Aaron and W. E. Wells, Homer Laughlin China Co.; Joseph G. Lee, Knowles, Taylor & Knowles Co.; George C. Thompson, Thompson Pottery Co.; Harry A. Keffer, Sevres China Co.; John M. Pope, Mercer Pottery Co.; George W. and Charles C. Ashbaugh,

West End Pottery Co.; Thomas Carr, Warwick China Co.; J. R. Warner, American China Co.; Samuel Larkin, National China Co.; N. A. Frederick and K. P. Beattie, Globe Pottery Co.; Thomas P. Ferguson, United States Pottery Co.; John T. and Fred Cartwright, Cartwright Bros. Pottery Co.; John W. Vodrey, Vodrey Pottery Co.; W. S. Brunt, Brunt Pottery Co.; Edward J. Owen, Minerva Pottery Co.; H. P. Knoblock, Colonial Pottery Co.; W. L. Smith, Jr., Taylor, Smith & Taylor Co.; Daniel Willets, Willets Mfg. Co.; John Patterson, Wellsville China Co.; Charles Howell Cook, Cook Pottery Co.; Ernest Mayer, Mayer Pottery Co.; E. J. Henderson, Carrollton Pottery Co.; Charles W. Franzheim, Wheeling Potteries Co.; Guy A. Crooks, Crooksville China Co.

TWO WEEKS' STOP FOR THE FLINTS.

AT a special conference of the flint glass manufacturers and workers held in Pittsburgh last week to consider the summer stop question in the press, paste mold and shade departments, it was decided to ratify the action taken at the conference held March 27. This provides for a two weeks' continuous stop, beginning July 1. E. J. Barry, of the Libbey Glass Co., Toledo, O., acted as chairman. The entire session was taken up with discussion of the question.

The conference was called owing to the fact that considerable dissatisfaction was evidenced in the above-mentioned departments, the workers having expressed a desire for a longer vacation period than two weeks. A six weeks' stop had been asked for originally, but the manufacturers stated that they could not see their way clear to accept a longer shut-down than two weeks.

Among the manufacturers present were C. B. Roe, Fostoria Glass Co., Moundsville, W. Va.; Marshall W. Gleason, Gleason-Tiebout Glass Co., Brooklyn, N. Y.; James Goggins, Fostoria Specialty Co.; A. P. Duncan, Duncan & Miller Glass Co., Washington, Pa.; A. G. Frohme, Jefferson Glass Co., Follansbee, W. Va.; Charles E. Voitle and Nicholas Kopp, Pittsburgh Lamp, Brass and Glass Co., Jeannette, Pa.; Victor G. Wicke, Imperial Glass Co., Bellaire O.; Harry Northwood, H. Northwood & Co., Wheeling, W. Va.; A. J. Smith, McKee-Jeannette Glass Co., Jeannette, Pa.; Edward Kaye and Thomas McCreary, Phoenix Glass Co., Monaca, Pa.; H. W. McAfee, Consolidated Lamp and Glass Co., Coraopolis, Pa.; T. A. Rodefer, Bellaire, O.; W. T. Gillinder, Gillinder & Sons, Philadelphia; George West and D. W. Jenkins, Westmoreland Specialty Co., Grapeville, Pa.; T. G. Jones, Riverside Glass Co., Wellsburg, W. Va.; C. N. Brisco, Morgantown, W. Va., and Mr. Barry.

The workers were represented by President Thomas W. Rowe, Vice President W. J. Croke, Secretary William P. Clarke, and Messrs. F. H. Shane, John Meehan, Max Seitz, F. H. Cupps, D. J. McGrail, J. Kennedy, Simon Burkhardt, F. Sigwart, J. Carbrey, Jacob Trainor, D. Thompson, and J. P. McCullough.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have been in town since our last issue:

A A Sprague, with Howland G D Co, hf, t, Bridgeport, Conn.
 F Monte, with G Fox & Sons, hf, Hartford, Conn.
 J H Hermes, with Mandel Bros, c, Chicago
 W J Herrod, with T Eaton Co, c, Toronto, Can.
 The Gift Shop, Narragansett Pier, R I.
 A J Kline, and E J Calm, with Dives, Pomeroy & Stewart, hf, Harrisburg and Reading, Pa.
 A K Burnham, with Reid & Hughes D G Co. g, c, Waterbury, Conn.
 E A Ernst, with H & S Pogue Co, c, g, Cincinnati.
 Geo Watts, c, Milwaukee, Wis.
 Geo Holloway, with Joel Gutman & Co, c, Baltimore.
 Mr Fiteman, with A A Prague, c, Baltimore.
 P H Johnson, with Chamberlin, Johnson, Du Bose Co, s, Atlanta, Ga.
 I J Rively, with W F Cable & Co, t, Altoona, Pa.
 Alex Anderson, c, Minneapolis, Minn. Herald Square.
 F E Beech, c, Bridgeport, Conn.
 Max Farquhar, with S. Kann Sons & Co, t, Washington Victoria.
 J J Nealis, with Gamble & Desmond Co, c, New Haven, Conn.

AT PITTSBURGH.

A. G. WHITFORD, representing the Bradley & Hubbard Mfg. Co., Meriden, Conn., showing a complete line of gas and electric light fixtures, was at the Hotel Anderson for a week. He enjoyed the best Pittsburgh business in years.

J. P. Gordon, with the Jones, McDuffee & Stratton Co., Boston, was here showing a complete line of import china.

William Huber, representing the Onondaga Pottery Co., of Syracuse, N. Y., was in the district last week, but without samples. His trip was merely to keep in touch with the trade and to give an inkling of what the firm would have for the fall.

Charles Ellis, representing the George H. Bowman & Co., of Cleveland, O., had a neat display of import china at the Colonial Hotel. His business on dinner patterns was heavy.

Announcement is made that Kinney & Levan, of Cleveland, O., will maintain an exhibit of cut glass and imported china in the banquet room of the Monongahela House during August. It will be in charge of W. A. Lang and his son, F. A. H. Lang.

The crockery department of the Southside department store is to be discontinued.

A remarkable decoration was arranged by W. J. Stout, in charge of the china and glass department of the Joseph Horne & Co. store last week, when the firm announced their "June rose sale." Hundreds of handsome bouquets of American Beauty roses adorned the display tables. A dinner table on which was

tastefully arranged a costly dinner set with linen and cut glass was a very attractive feature.

Word has been received from Louis Reizenstein, who is on the Continent placing his fall business, that his next stop will be Berlin. He will return home about July 15.

Sales of dinner and toilet patterns were never known to be so heavy in the Pittsburgh district at this season as during the past three weeks. Stocks are very low, and rush duplicate orders are frequently forwarded for both domestic and imported ware.

OBITUARY.

ON June 16, Joseph J. Tully, one of the oldest and best known glass manufacturers in this country, died at Corning, N. Y. He was born in New York City November 6, 1838. He entered the glass factory of C Dorflinger, in Brooklyn, in 1859. Later he became superintendent of the Brooklyn Flint Glass Works, in State street, removing with that concern to Corning in 1868. He was one of the incorporators of the Corning Glass Works, and for many years its vice-president.

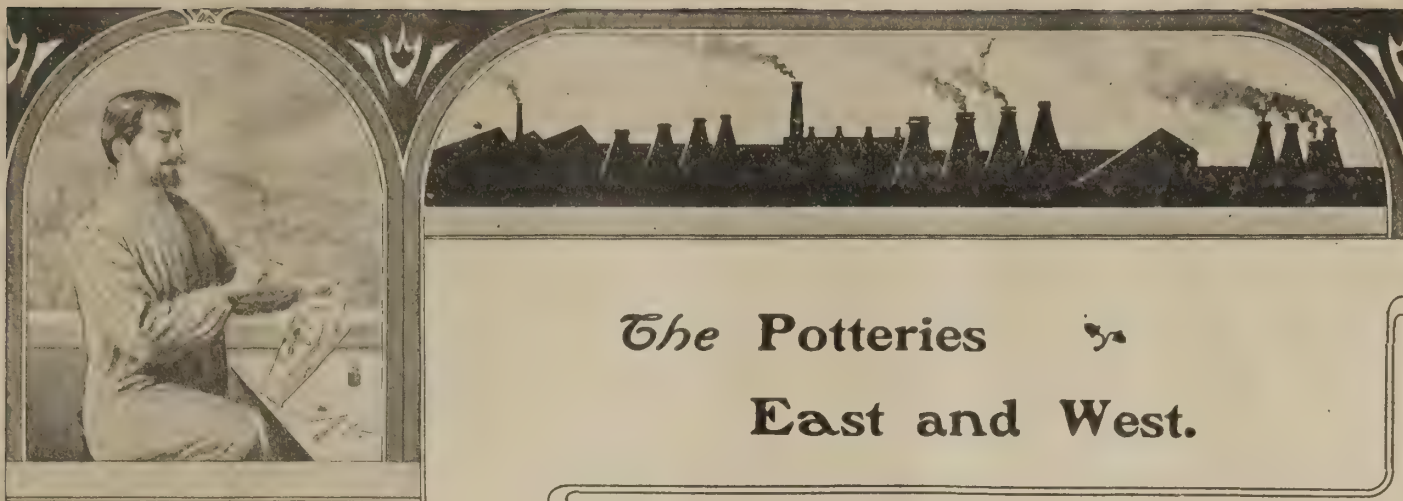
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g May 29, '07	Correspond- ing period 1906	Exports Jan. 1 to May 29 '07	Correspond- ing period 1906
Boston	485	733	2459	3015
New York	683	540	2982	2301
Baltimore	2208	1597	8455	59 8
Philadelphia	259	59	070	605
New Orleans	727	305	8509	1564
Newport News....	161	161	497	552
San Francisco.....	2	115	148	455
Portland (Me.)...	681	27	3687	368
Galveston.....	174	48	666	368
Portland (Or.)...	...	89	20	576
Inland Points.....	1	720	140	5179
Total...	5831	4414	23583	20941

From the Freight and Shipping Circular of John Edwards & Co., Liverpool

TO	Shipments week end'g June 1, '07	Correspond- ing period 1906	Exports Jan. 1 to June 1, '07	Correspond ing period 1906
New York	133	99	3399	2454
Boston	19	239	2112	3213
Philadelphia....	79	29	1198	594
Baltimore	409	448	8,91	6318
San Francisco....	...	...	148	425
New Orleans	195	8	2345	1804
Portland (Me.)...	153	...	2140	319
Galveston	181	...	639	349
Newport News....	140	...	632	487
Portland (Or.)...	...	...	20	627
Inland Points.....	46	533	107	6285
Total...	1360	1356	22231	22825



The Potteries East and West.

East Liverpool and Vicinity. The traveling men are coming in, and they will not take the road again until after July 15. They report a heavy booking of midsummer and fall business, and all unite in the statement that the heaviest business yet remains to be placed.

H. A. McNicol, of the Potters' Co Operative Co., has been taking a trip through the Western States calling upon the trade. Mrs. McNicol has left for a month's holiday in Europe.

The Goodwin Pottery Co. report a remarkable business on their Usona art lines. The mahogany color, originated by this firm last fall, is exceeding all expectations in the matter of sales.

The large water tank over the Smith-Phillips pottery burst last week, flooding the clay bins and destroying a considerable portion of the roof of the pottery. A few days' suspension of operations was required before the plant resumed.

Cecil E. Taylor, of the Knowles, Taylor & Knowles Co., who has been in the East for a month, has returned to the home office.

C. P. Case, of New York, and C. Griswold, of Chicago, representing the F. W. Woolworth stores, were in the district for several days last week placing fall business.

A traveling salesman for one of the Western potteries during the past week announced the closing of a contract for 4,000 dinner sets for early delivery.

W. J. Ford, with Burley & Tyrell, Chicago, was among the buyers in the local market during the week.

The Globe Pottery Co. is fast clearing up its spring business, and is arranging to start on its fall orders, which are exceedingly heavy. The new toilet shape has been appropriately named the "Puritan,"

owing to its simplicity of design. The decorations are rich, however, and buyers who have seen the samples have placed heavy orders.

Harry Mills, the New York representative of the Homer Laughlin China Co., who has been at the home office for several days, has returned East. Mr. Donaldson is preparing to take up his Southern trip at an early date.

The majority of the Western manufacturers who are affiliated with the United States Potters' Association were in Pittsburgh during the week, attending the midsummer meeting at the Hotel Schenley.

The annual meeting of the Homer Laughlin China Co. will be held early in July. The reports will be interesting this season, as they will show the remarkable progress of the firm since the new pottery at Newell was started. It is reasonable to believe that the present officers will succeed themselves.

A new line of decorations will be shown by the Smith-Phillips China Co. for the midsummer and fall trade.

Jobbers throughout the country have reported to manufacturers that their orders will be better for the fall, notwithstanding the fact that they have been booking a very satisfactory business during the off season.

The West End Pottery Co. had such a successful run with their specialty business last fall that arrangements are being made to put out a larger line this season.

A new bisque kiln and a new East Palestine, sagger shop are among the improvements just completed by the Ohio China Co. Samples of their

O. new Orchid shape fish set, game set and cake set have just been forwarded to resident agents. The turkey set which had such a remarkable run last season is to be revived. It is shown in a fine co-

balt blue underglaze, and prettily embossed in rich gold.



Princeton University last week conferred **Trenton.** upon John A. Campbell, general manager of the Trenton Potteries Co., the degree of Master of Arts. Mr. Campbell was graduated from the university in the class of '77. In addition to his manifold duties in the pottery world Mr. Campbell finds time to act as a member of the New Jersey Tenement House Commission, member of the Trenton Free Public Library Commission, president of the Trenton Bank, and president of the Y. M. C. A.

* *

Archibald Maddock, of the John Maddock's Sons pottery, has just completed the landscape gardening about his summer home along the Delaware, and the place is now pointed out to visitors in that section as one of the handsomest summer homes in New Jersey.

* *

Contracts for the sanitary furnishings of the Senate departments at Washington are, with other orders, keeping the Trenton Potteries Co. at work up to the full capacity of their plants. The Government work amounts to many thousands of dollars, and it will be some time before it can be completed.

* *

John M. Pope, of the Mercer Pottery Co., and Charles Howell Cook, of the Cook Pottery Co., were among the local manufacturerers attending the mid-summer meeting of the National Association of Potters at Pittsburgh this week.

* *

The showrooms and factory of the Trenton Gas and Electric Fixture Co. have been located at 518 and 520 Perry street. The upper floor of the building is devoted to the manufacture of the goods, while on the first floor are shown lamps, fixtures and wall brackets.



Orders with the Mayer Pottery Co. **Beaver Falls,** are of such a character that the **Pa.** plant is being kept in active operation in all departments. The season has been a good one with the firm, and future orders are coming in rapidly.



The business of the Bradshaw China Co. **Niles, O.,** has increased so rapidly during the year that additional kilns are required immediately. Two kilns were completed some time ago, and two are now being erected. It is said that two more are in early contemplation.



The potteries of the Zanesville district **Zanesville,** are enjoying a good season. Orders **O.** have been coming in at a fair rate, and with those already on the books sufficient business is in sight to keep the plants in operation for some time. The stoneware manufacturers have had the best season in years.

IN THE HOUSEFURNISHING WORLD.

The store of the Imperial Dry Goods Co., Altoona, Pa., was burned recently.

* *

The factory of the Canada Woodenware Co., Ltd., Hampton, N. B., was burned recently.

* *

Barnett Bros., department store, this city, has been incorporated. Capital, \$350,000.

* *

Weiss & Co., department store, 189 First avenue, this city, suffered a trifling loss by fire recently.

* *

Bickel Aromatizer Coffee Pot and Urn Co., Philadelphia, Pa., has been incorporated. Capital, \$500,000.

* *

The Chas. F. Wing Co., housefurnishings, New Bedford, Mass., has been incorporated. Capital, \$80,000.

* *

A. S. Hellyer's Sons Co., department store, Trenton, N. J., has been incorporated. Capital, \$100,000.

* *

The Hall King Mfg. Co., to make kitchen utensils, has been incorporated at Camden, N. J. Capital \$100,000.

* *

Buck Silver Co., Great Valley, N. Y., with \$55,000 capital, has been incorporated to manufacture silver and plated ware.

* *

John C. Bryant has bought the basket factory at Findlay, O. Mr. Bryant has six other such factories scattered over the country.

* *

The Snowflake Mfg. Co., this city, has been incorporated with a capital of \$100,000 to deal in ice cream freezers, carpet sweepers, etc.

* *

The Mergenthaler-Horton Basket Co., Paducah, Ky., the largest plant of its kind in the country, has resumed work after a close-down of several weeks.

150,000 CANDLE POWER.

A NEW light was tested recently in Newark, N. J. Its inventor, Ralph Scott, claims that it will revolutionize electric lighting. Globes of various sizes, the largest one inclosing a light of 150,000-candle power, were suspended on ropes in the rear of No. 73 Hamilton street. The test was begun with a lamp of between 3,500 and 5,000 candle power. The next was of from 10,000 to 15,000 candle power. Some of the witnesses one hundred yards away from the lamp were able to read fine print. Finally the 150,000 candle power light was turned on. It fairly dazzled the eyes of the spectators, and they were compelled to turn away. Twenty carbons were used in the globe.



THE GLASS FACTORIES

Pittsburgh and Vicinity. Within a short time the glass factories of the district will close for a two weeks' holiday, the fires going out June 29. Improvements are to be made at many factories. The starting of the new season will see a number of new shapes in tableware and novelties put upon the market.

Among the buyers in the district during the past week were F. L. Van Deman, of New York; D. D. Ostott, Chicago; L. J. Fritz, St. Louis; all representing Butler Bros. They placed some nice orders for glassware. W. J. Ford, with Burley & Tyrell, Chicago, was in the market buying lamps.

Sales of cut glass continue excellent. The very best grades are in demand.

The Globe Night Lamp Co., of Boston, has appointed Frank A. Rust, of Pittsburgh, its Western Pennsylvania representative. He has also been appointed selling agent of the Fruchs Incandescent Gas Light Co., Pittsburgh, for the Tri-State territory.

Andrew Stock, of the Oriental Glass Co., has returned from a month's trip through Nebraska.

Unless dealers anticipate their late summer and fall business, trouble will surely be encountered in securing prompt deliveries after the fires start in July. In many instances stocks are low, and manufacturers have been making shipments direct from the lehrs. Staples are selling fast, and orders are heavy. New shapes are going exceedingly well, which at this season leads the manufacturers to believe that a rush of business will occur just as soon as the road men start on their routes, which will follow after July 15.

There has been a heavy business the past week with jobbers and manufacturers throughout the district on souvenir goods, inspired by the opening of the various summer resorts.

Wellsburg, W. Va. President J. S. Liggett, of the Wellsburg Glass and Mfg. Co., anticipates being ready for business by August 1.

The insurance on their burned factory has been adjusted and the foundations completed for a larger building than before. Six lehrs will be built, five formerly being the capacity. The old tanks are intact.

"We have done the biggest business in our career," announces S. O. Paull, of the Eagle Glass and Mfg. Co. The firm is preparing some new things for the fall trade, but samples will not be ready for some weeks. The stamping department of this factory, which is something new in connection with a glass plant, is being worked to its capacity.

Coraopolis, Pa. The Consolidated Lamp and Glass Co. is passing through a very successful season. Buyers comment very favorably upon the new lines just placed before the trade, and heavy orders are being booked. Mail orders are also extensive.

Columbus, O. The Rossbach Art Glass Co. has installed a new department for the manufacture of lamp shades, and A. H. Rossbach announces a heavy list of orders for the new line.

Mound Valley, Kas. The Mound Valley Glass Mfg. Co. has been incorporated with a capital stock of \$100,000 by J. W. Collins and G. W. Priest, of Mound Valley; J. Sam Brown, Leadville, Col.; Geo. W. Stough and M. Y. January, of Nevada, Mo. The new company will take the present plant, which was capitalized at \$50,000. The increased capital is to be used in enlarging the property. The finishing room is to be increased eighteen feet, and an additional 60-foot lehr will be built. A cutting department is to be

added. Improvements will be completed by August 1. Forty people are to be employed in the cutting department. The wareroom is also to be enlarged. Six new shops will start with the new fire. Especial attention is to be given the manufacture of gas, electric, boulevard and fish globes. A tank for melting opal glass and a new furnace are also contemplated.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
June 18, 1907.

ANTWERP		
164 packages glassware	.....	B Gunthel
45 "	.....	Miscellaneous Orders
52 " chinaware	.....	Blakeman & Henderson
9 " earthenware	.....	Geo Borgfeldt & Co
1 "	.....	W P Graham & Co
5 "	.....	E R Thieler
37 "	.....	O Goetz
46 "	.....	L Straus & Sons
43 "	.....	G F Bassett & Co
17 "	.....	Strobel & Wilken Co
34 "	.....	Miscellaneous Orders
56 " toys	.....	Geo Borgfeldt & Co
50 "	.....	C B Rouss
113 "	.....	B Illfelder & Co
22 "	.....	A Steinhadt & Co
67 "	.....	Samstag & Hilder Bros
39 "	.....	Strobel & Wilken Co
121 "	.....	Miscellaneous Orders

HAMBURG		
2 packages glassware	.....	Fensterer & Ruhe
8 "	.....	G F Bassett & Co
32 "	.....	F Bing & Co
3 "	.....	L D Bloch & Co
7 "	.....	Brown Bros
11 "	.....	Eimer & Amend
1 "	.....	Froeber & Vollrath
18 "	.....	O Goetz
2 "	.....	Hamburger & Co
1 "	.....	Koscherak Bros
21 "	.....	Kmy-Scheerer Co
11 "	.....	L Straus & Sons
2 "	.....	Julius Palme
51 "	.....	Strobel & Wilken Co
109 "	.....	Miscellaneous Orders
4 " chinaware	.....	C E Wheelock & Co
92 " earthenware	.....	Bawo & Dotter
6 "	.....	G F Bassett & Co
12 "	.....	L D Bloch & Co
107 "	.....	Geo Borgfeldt & Co
36 "	.....	Eimer & Amend
17 "	.....	Fensterer & Ruhe
41 "	.....	O Goetz
6 "	.....	B Illfelder & Co
11 "	.....	Koscherak Bros
43 "	.....	L Straus & Sons
62 "	.....	Strobel & Wilken Co
188 "	.....	Miscellaneous Orders
29 " toys	.....	B Illfelder
59 "	.....	L H Mace & Co
1 "	.....	C B Rouss
163 "	.....	Strobel & Wilken Co
176 "	.....	Miscellaneous Orders
4 " harmonicas	.....	Strobel & Wilken Co

Fiume		
7 packages glassware	.....	J Palme
117 "	.....	L Straus & Sons
16 "	.....	Koscherak Bros
16 "	.....	Miscellaneous Orders

COPENHAGEN		
305 packages earthenware	.....	Geo Borgfeldt & Co
15 "	.....	J H Venon
9 " glassware	.....	Fensterer & Ruhe
17 " chinaware	.....	J H Venon

COPENHAGEN		
15 packages glassware	.....	L Straus & Sons
6 "	.....	Samstag & Hilder Bros
42 "	.....	Strobel & Wilken Co
234 "	.....	Miscellaneous Orders
10 " chinaware	.....	C E Wheelock & Co
17 " earthenware	.....	L Straus & Sons
20 "	.....	Krauth, Nachod & Kuhne
87 "	.....	Strobel & Wilken Co
28 "	.....	Miscellaneous Orders
209 " toys	.....	Geo Borgfeldt & Co
2 "	.....	Hamburger & Co
58 "	.....	L H Mace & Co
15 "	.....	F A O Schwartz
26 "	.....	G W Travers
179 "	.....	Strobel & Wilken Co
148 "	.....	Miscellaneous Orders

ROTTERDAM		
10 packages earthenware	.....	C L Dwenger
21 "	.....	L D Bloch & Co
4 "	.....	Hamburger & Co
7 "	.....	Strobel & Wilken Co
69 "	.....	Miscellaneous Orders
563 " chinaware	.....	C E Wheelock & Co
57 " toys	.....	Samstag & Hilder Bros
18 "	.....	Bawo & Dotter
218 "	.....	B Illfelder & Co
34 "	.....	F A O Schwartz
15 "	.....	Strobel & Wilken Co
76 "	.....	Miscellaneous Orders

LIMOGES		
185 packages chinaware	.....	W L Briggs

SOUTHAMPTON		
9 packages chinaware	.....	Bawo & Dotter
7 "	.....	C L Dwenger
8 "	.....	F W Jenkins & Co
17 "	.....	Wm Guerin & Co
4 "	.....	Miscellaneous Orders

LIVERPOOL		
2 packages earthenware	.....	Bawo & Dotter
14 "	.....	E Boote
40 "	.....	Geo Borgfeldt & Co
22 "	.....	Maddock & Mait
4 "	.....	Krauth, Nachod & Kuhne
18 "	.....	Strobel & Wilken Co
20 "	.....	Miscellaneous Orders
26 " toys	.....	Strobel & Wilken Co
10 " chinaware	.....	"
6 " glassware	.....	"
8 " harmonicas	.....	"

IMPORTS AT PORT OF BOSTON.

COPENHAGEN		
38 packages earthenware	.....	Geo Borgfeldt & Co

MANCHESTER		
5 packages earthenware	.....	Downing's American Despatch

LONDON		
14 packages earthenware	.....	Miscellaneous Orders

ANTWERP		
17 packages earthenware	.....	Jones, McDuffee & Stratton Co
56 "	.....	Geo Borgfeldt & Co
1 "	.....	W K Warren
96 "	.....	Stone & Downer
114 "	.....	L Wolf & Co

LIVERPOOL		
32 packages earthenware	.....	Jones, McDuffee & Stratton Co
68 "	.....	Mitchell Woodbury Co
2 "	.....	J N Clark & Co
13 "	.....	Meakin & Ridgway
5 "	.....	Jordan Marsh Co
19 "	.....	Miscellaneous Orders

HAMBURG		
28 packages earthenware	.....	Jones, McDuffee & Stratton Co
5 "	.....	American Express Co
6 "	.....	L Wolf & Co
15 "	.....	C J Pierce & Co
7 "	.....	Simon Bache & Co
2 "	.....	Stone & Downer
27 "	.....	W N Proctor & Co
218 "	.....	First National Bank
16 "	.....	Geo Borgfeldt & Co
4 "	.....	Bawo & Dotter
6 "	.....	R F Downing & Co
3 "	.....	Miscellaneous Orders
2 " chinaware	.....	C E Wheelock & Co

Endemann & Churchill,

COMMISSION MERCHANTS AND IMPORTERS.

50 Murray St., P. O. Box 3000 New York.

Sole Agents for

L. BERNARDAUD & CO.,

Successors to R. DELINIERES & CIE.,

Limoges, France,

Manufacturers and Decorators of French China.



S. REICH & CO.,

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GUERIN

CHINA

LIMOGES



FRANCE

An entirely new idea is being worked out now at factory. Result will be shown in our next fall sample lines.

ALWAYS TO THE FRONT.

CHAS. STREIFF,

33 Park Place, New York.

Unique Art Glass and Metal Co.,

FACTORY:

105-107-109 Vanderveer St., Brooklyn.

SALESROOM:

43 Park Place, New York.

STARTLING reduction of prices, and yet maintaining our well-known high class of workmanship.

New Fall Line Now Ready of

ART GLASS SHADES.

We show more and better designs than ever, and all our own original conceptions in Hanging Domes, Lamp, Gas and Electric Shades and Electric Portables.

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OLDEST AND BEST



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29 BARCLAY ST.

FACTORY and MAIN OFFICE:
Faubourg des Casseaux, 27,
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James Douglass,

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Henry G. Richardson & Sons,
Wordsley Glass Works, Stourbridge, England.

A. G. Harley Jones,
Fenton, England.

Bretby Art Pottery,
Woodville, Burton-on-Trent, England.

John Sadler,
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IMPORT SAMPLES NOW READY.



**PERFECT
SERVICE**

in perfect china—
Could anyone ask more?
Right at home, at less
than the foreign wares
you can buy

**Iroquois
China**

which is as perfect as any china of
any make and is unexcelled for
delicacy and daintiness.

It is very durable. But a broken
piece can always be duplicated
from our open stock.

Ask your dealer to show it to you. If
he does not keep it, send us his name
and we will send you free, illustra-
tions of the different styles in colors.

IROQUOIS CHINA COMPANY
Syracuse New York

PERFECT SERVICE IS IROQUOIS CHINA,

and that's the china being advertised regularly to
millions of women. They see the advertisements, too,
as our daily mail tells us that. Since this advertising
began last October we have received thousands of
letters from men and women who are "just about to
buy a set of dinner ware and want to know where
IROQUOIS CHINA can be bought in our town."

All these letters are referred to the dealer. Do
you suppose he minds filling orders that are sent into
his store? Try it yourself.

Send to day for catalogue, price lists, advertising
helps (we continue to work for you after you stock
up).

IROQUOIS CHINA CO.,
Syracuse, N. Y.

Pottery at Solvay N. Y.



United States Glass Co.,

PITTSBURGH, PA.

SOMETHING DIFFERENT IN

Blown Soda Tumblers.

No. 577. 12-oz. Rolled Edge.

Patent Applied for.

Made From Our Famous Rich Lead Glass.

ILLUSTRATION FULL SIZE.

Also Make 8-oz. Size.

12-oz. 60 cents per dozen.

8-oz. 47 cents per dozen.

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Philadelphia, 9th and Market Sts.

Baltimore, 110 Hopkins Place.

San Francisco, 271 Stevenson St.

Denver, 1430 Arapahoe St.

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28 and 30 West Fourth St., New York.

COMPLETE LINES OF CHINA ON IMPORT.

FRENCH, AUSTRIAN AND GERMAN POTTERIES.



Fish Globes,
Cake Covers,
Aquariums

SEND FOR PRICES.

James J. Murray & Co.,

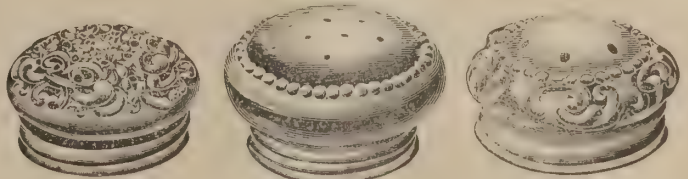
MURRAY FLINT GLASS WORKS,

Trenton Ave., Collins and Westmoreland Sts., Philadelphia.

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SILVERSMITH,

140 Sullivan Street, New York.



MAKE a specialty of Screw Tops, in sterling silver and other metals, for Salts, Peppers, Sugars, etc.—in short, for every kind of bottle.

TRY ME!

SYRACUSE CHINA

MADE BY

ONONDAGA
POTTERY CO.

Modern Art



Decorations Designed
Especially for

HOTEL
CAFE
CLUB

CHINA
SERVICES

CRESTS
MONOGRAMS
FRATERNITY
EMBLEMS

Carefully Executed Underglaze

Onondaga Pottery Co.

Syracuse, N. Y.

SALESROOM: SYRACUSE, N. Y.

SALESROOM: NEW YORK

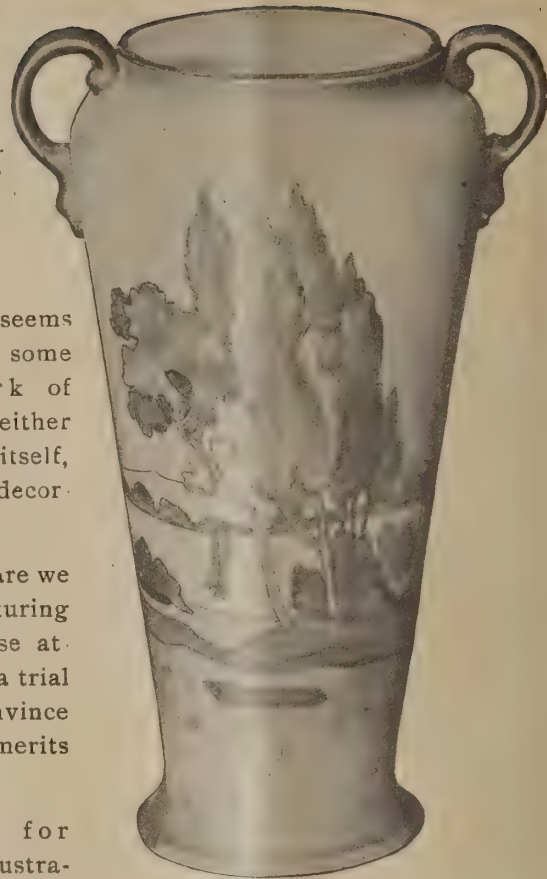
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IN THESE
TIMES
EVERYONE
WISHES TO BE
"SHOWN."

Everybody seems to look for some special mark of superiority, either in the ware itself, the shape, or decoration.

The Art Ware we are manufacturing possesses these attributes, and a trial order will convince you of the merits of our line.

Write us for prices and illustrations



Pompeii Shape. Green Tree Design

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"Producers of Porcelaine for Particular People."

Furnivals, Ltd.,

POTTERS,

Cobridge, Staffordshire, England.

WE are now ready to show samples of our newest in Dinner and Toilet Ware—everything up-to-date (and some ahead of time)—all for import only and for early fall delivery. Those that have seen the samples have shown their appreciation by their orders; those that have not seen them are invited to do so.

We have no one on the road, but we have full-sized colored photographs of above which can be sent on application. A call or request will be appreciated by

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———— IMPORTERS OF ———

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Some Facts About Radura.

IT has no superior among the matt green pottery produced either here or abroad.

It is fashioned in such forms as jardinières, pedestals, umbrella stands and vases, all of which possess a wide variety in shapes and sizes.

It is purchasable at prices that will interest every dealer.

It is worthy of everyone's inspection. Take the tip and call.

A. Radford Pottery Co.,

Clarksburg, W. Va.

New York Showroom:

W. H. DUNN & CO., 54 Murray St.



NOW is the time to place your orders for later delivery. A great many orders received for our specialty line in 1906 arrived too late to be of any benefit either to the dealer or ourselves, as we were unable to deliver in time. Send in your orders early and give us a shipping date.

Warwick China Co.,

WHEELING, W. VA.

New York Office:
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"THE WORLD'S BEST."



VALUE is only another word
for QUALITY.

Libbey Cut Glass is superior
because Libbey facilities are in-
finitely superior.

With the most perfect plant in
the world, the most perfect cut glass
follows as a natural sequence.

LOOK FOR THE NAME LIBBEY
GRAVEN IN THE GLASS.

==== *The* =====
LIBBEY GLASS CO.

Toledo, Ohio.

New York Salesroom, No. 57 Park Place.



NEW YORK, JUNE 27, 1907.

THE CONDITION OF BUSINESS.

Buyers for three new department stores came into the District the latter part of last week and placed some heavy orders, and these with the usual out-of-town demands served to make the week the best for a long time. This week, however, things relapsed into the usual quietude of summer.

Outside of the city business is very satisfactory. New Yorkers have the idea that if they are doing nothing the rest of the world is also at a standstill; but conditions at the various domestic factories, both pottery and glass, point to a different conclusion. The activity in the potteries surprises the manufacturers themselves. They hardly expected that the immense business they were taking in the spring would last through midsummer. The glass factories were never so busy at this time of year.

In one department of the lamp business the demand is very brisk, the art shade manufacturers having all they can do. The improvement in designs and the lowering of prices have stimulated buying. Besides, these goods have become somewhat of a fad, and there is an increasing demand for them in consequence.

New samples are arriving for fall stock goods as well as for spring import delivery. Easter wares are now on view, and it is expected that shortly after the national holiday Southern buyers will begin to arrive.

Prospects in the crockery and glass line are certainly good, and the calamity howlers, who for some unknown reason are trying to create a contrary impression, are likely to fail. There is absolutely no reason why the prosperity with which the country has been favored so long should stop. It may halt for a while, but with good crops and labor well employed things cannot help but go on as before. The truth is that business is good throughout a large section of the country. As was predicted in these columns, the warm weather has stimulated buying everywhere.

It is doubtful if the potteries here have ever before at this season of the year been so busy. The order-files, in fact, contain more and larger demands than for several weeks. The explanation for this condition perhaps is the stimulated activity in shopping in consequence of the more pleasant and consistent weather now prevailing. The larger retail markets as well as the smaller centres are contributing to this brisk trade. It looks now as if there will be no necessity for a shut-down or even a reduction of the working forces before the fall season opens.

The season now closing has been a record-breaker for the glass manufacturers. While some believe that because of the remarkable business of the past six months the next six will be slow,

there is no sign that this condition of trade will prevail. On the contrary, a heavy future business has been booked at all the factories. Price lists are being maintained, and many orders are placed without asking quotations. Collections have been up to the standard during the past week.

Bright summer weather resulted in a great volume of country business being booked among the local potteries during the past week. Reports from all over the country are to the effect that the fall trade will be large, and the manufacturers are making arrangements accordingly. Auditors announce that collections in the South are good and that the West shows an improvement over a week ago.

The art pottery manufacturers of this district are rushed with business, and the same can be said concerning the stoneware and other branches. There is no indication here that the fall trade will be slow. Already a good business has been listed.

The glass manufacturers of this locality are preparing for a heavy fall business. New patterns are being designed and everything got in readiness to meet the expected demand.

AT PITTSBURGH.

A NUMBER of salesmen were here during the past week representing import houses, cut glass manufacturers and art china lines. Among them were Mrs. Henrietta D. Kelley, special representative of F. P. D'Arcy, hand-painted china; J. J. Hines, for Blakeman & Henderson, New York; J. H. Johannot, with the Krantz-Smith Co.; A. Jahn, of Hering & Jahn, New York; Emil Herbeck, of Herbeck-Demer Co., Honesdale, Pa.; C. T. McKenna, with Kelly & Steinman, Honesdale, Pa. The cut glass salesmen were favored with heavy orders, owing to the fact that the department stores, jewelers and specialty dealers had almost exhausted their stocks.

Department store managers of crockery and glass departments say that business for the first six months of the year was in many instances from thirty-three to fifty per cent greater than for the same season in 1906.

The "Hi-Yi" club, composed of crockery and glass department managers and salesmen of the Pittsburgh district, will leave Pittsburgh with their wives in a special Pullman car Saturday night for Conneaut Lake, O., where they will spend a week's vacation.

Sufficient funds are procured by giving a series of social events during the winter season to pay the complete cost of these outings.

HOPKINS RE-ELECTED TRUSTEE.

THERE is apparently no prospect of an early settlement of the Evansville, Ind., Glass Co.'s affairs. The situation has become even more complicated by the recent re-election of Percy Hopkins as trustee of the bankrupt concern. Hopkins was backed by the Alexander Hutchinson faction, which is opposed by another faction headed by President A. M. Weil. The latter charges that Hutchinson and the other directors in sympathy with him conspired to freeze out a number of small stockholders when they precipitated the concern into the bankruptcy court. Mr. Weil declares that the company was being profitably operated when the legal proceedings were instituted.

In support of Mr. Weil's declaration that the company should never have been thrown into the bankruptcy court, Contractor Brakeman, who erected the plant, testified that it could not be built to-day for \$475,000. This amount is considerably more than the firm's liabilities.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 8, '07	Correspond- ing period 1906	Exports Jan. 1 to June 8 '07	Correspond- ing period 1906
Boston	137	120	2598	3222
New York	109	103	3126	2435
Baltimore.	454	300	9032	6453
Philadelphia.....	36	15	1185	649
New Orleans .....	....	36	3607	1100
Newport News....	....	....	637	552
San Francisco.....	....	17	148	472
Portland (Me.)...	24	49	3715	417
Galveston.....	2	....	747	368
Portland (Or.)...	..	....	20	576
Inland Points.....	26	279	212	5816
Total ..	788	919	25077	22562

From the Freight and Shipping Circular of John Edwards & Co.,
Liverpool

TO	Shipments week end'g June 8 '07	Correspond- ing period 1906	Exports Jan. 1 to June 8, '07	Correspond- ing period 1906
New York	102	103	3501	2557
Boston	149	124	2252	3337
Philadelphia. .	36	15	1234	609
Baltimore	454	287	8945	6605
San Francisco....	....	17	148	442
New Orleans ..	....	36	3345	1840
Portland (Me.) .	24	....	2164	319
Galveston	2	....	641	349
Newport News....	....	....	632	437
Portland (Or.)...	....	....	20	627
Inland Points.....	26	280	133	6565
Total...	784	863	23015	23687

Around The District.

OUTSIDE of preparations for fall stock and the receipt and reshipment of orders placed in the spring, there is little to relieve the monotony. A little spurt in business occurs now and again, but as a whole the usual summer dullness prevails.

To make room for fall import samples Geo. F. Bassett & Co. are desirous of closing out several lines. Among them are a Carlsbad pattern of short line dinnerware with a pretty festoon of small roses and larger roses between the festoons; lustre ware in cherry red, with a band of baby blue and clustered roses below; teapots, jugs, cups and saucers, salads, tobacco boxes, vases; a small but choice line from Schlegelmilch, and, best of all, some excellent shapes with the clover leaf pattern, which has been one of the best sellers on the market this year.

Ed. Butler opened last week new samples from Booth's. Prominent among them is one known as "C. B" basket ware, with Chinese blue decorations—the same color as the famous plum pattern. The line consists of vases, fruit bowls, jugs, tea ware, etc. In dinnerware he is showing quite an elaborate floral decoration in Old Japanese style and colors, the shape being the well-known Gadroon. Another good design consists of a line of gold, then a gold band upon which is superimposed a diminutive ivy-leaf, and then another line of gold. An old Mason shape in dark green has a laurel leaf on gold with a line on the inside. There is also a very excellent line of jugs, and some fancy pieces. A new catalogue is in preparation and will be issued shortly.

S. B. & C. B. Clark are in receipt of more new samples from the Unique Art Glass and Metal Co., and are making a still further fine display of art glass shades, hanging domes and electric portables. The prices, as announced before, have been cut to the quick.

Dorflinger & Sons announce that after January 1 they will carry no more stock at their New York store, and rather than pay the freight on the goods back to the factory they will make a deduction of ten per cent on all the cut glass on hand, preferring to give customers this concession than pay the railroads, for they estimate it would cost that amount to re-ship it. There will be no difference in their method of

doing business. Orders will continue to be received in New York, the goods being shipped to the store on Murray street and thence reshipped to their destination. The space heretofore occupied by stock will be devoted to samples. The lines on which the discount is offered are full and complete, comprising something of everything they make.

Darlington & Co., who are to operate the old Chapman store in Brooklyn, have an office in the Cable building, corner of Broadway and Houston street, this city, for the convenience of their buyers and the salesmen.

Wm. R. Elfers, 140 Sullivan street, makes a specialty of screw tops in sterling silver and other metals, for salts, peppers, sugars, etc. Mr. Elfers is a practical silversmith, and manufacturers looking for tops in pretty shapes and designs will do well to communicate with him, as he has facilities for turning out good work at moderate prices.

The samples of next year's Easter novelties which Hamburger & Co. are displaying include some surprising bargains. On the assortments of fifty and sixty dozen pieces a dealer can double his money and still sell at a very low figure. In the toy department a plush lamb with movable legs and head has taken immensely, and bids fair to rival the Teddy bear in popularity. A novelty just introduced is the Ideal Smoke Consumer. A bottle containing alcohol is stoppered with a chemical substance which when ignited draws to it and consumes in some mysterious manner the smoke from half a dozen or more cigars, thus keeping clear the atmosphere of an ordinary-sized room.

A chance for somebody to land a big order lies in our "Special Notices" column. Advertiser says he wants between 200 and 300 gross of six-piece decorated bureau sets. Get busy!

Paroutaud & Watson are completely remodeling and repainting their large and handsome wareroom. A new system of electric lighting will be installed and a general overhauling of the tables and shelves will be made preparatory to the reception of the new samples, which will arrive within the next few weeks.

Tel. 3231 Cortlandt.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITEMORE & JAKUES,

92 West Broadway, New York.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	\$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

Publication Office, 92 West Broadway.

Printing Office, 147 West Broadway.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 27 1907.

AN EVIL AND ITS REMEDY.

IT is a not uncommon thing for a buyer to order a bill of goods on certain specified terms, and then ignore those terms as completely as though they had never been made. Goods bought on thirty days are paid for in sixty or ninety, and even then the cash discount is frequently deducted. Now, if this practice were confined to small concerns which might claim ignorance of proper business methods, it would be bad enough; but large houses which cannot possibly plead such an excuse are equally guilty. They trade on the fact that they are large buyers, and that the sellers will not dare to find fault.

The practice cannot be too severely condemned. It is not only unbusinesslike; it is positively dishonest.

Whether or not this evil shall continue, rests entirely with the sellers. It only needs a little backbone to eradicate it entirely. Either return the curtailed remittance or credit amount of check and send statement of balance; but in any case insist on full and immediate payment and refuse further goods until demand is complied with.

Not long ago a certain concern in remitting for an account three months past due, took off one per cent. The check was promptly returned with the simple comment: "Account is \$300—not \$297." The bill was then settled in full. A little later the remitter was asked why he presumed to take off a discount on an overdue account. His reply was: "I do it on all accounts; and you would be surprised how

often it goes through. I make those discounts pay my office expenses."

If a discount is allowed for early payment, there is no reason why interest should not be charged on overdue accounts. Let but the trade adopt such a plan, and strictly adhere to it, and we should hear fewer complaints in the matter of collections.

SHAKE-UP IN CUSTOMS SERVICE.

IT is expected that a pretty general overhauling of the customs service at the port of New York is soon to take place. The first step in this direction is likely to be the thorough reorganization of the Special Treasury Agents' office in this city on July 1, which will entirely change the character of the work done by that branch of the service. The Department's housecleaning may even extend to the Board of General Appraisers, which has long been thought immune from upheavals of this character.

Strong efforts have been made by customs officials to maintain secrecy in regard to Secretary Cortelyou's intentions on the subject of special agents, but some indication of what may be expected was given a few days ago when Special Agents Wheatley and Wakeman, who were stationed at the Appraisers' office in connection with the recent investigation of French chinaware values, were transferred to regular duty at the Custom House. These transfers are believed to foreshadow a number of changes on July 1 in the personnel of the Treasury Agents' office.

It may be said that the new organization contemplated by Secretary Cortelyou will result, first of all, in the Special Agents' office being made a co-ordinate branch of the customs service, instead of being practically an independent body accountable to none but the Treasury Department, as at present.

PERSONAL.

LAST Saturday C. H. Taylor, J. F. O'Gorman, W. A. Stover, Marc T. Lester, of the *Canadian Pottery Gazette*, W. W. Tamlyn, with Whital, Tatum & Co., Martin Plage and Fred Brey, with B. F. Drakenfeld & Co., Robert Wylie, with Paul Joseph, and F. D. Hahn, with Koch & Co., 125th street, were the guests of Thos. M. Mannion, with Whital, Tatum & Co., at the annual pennant races of the Canarsie Yacht Club. The fact that the wind failed and the contests became drifting matches was no bar to their enjoyment, for the clubhouse and its excellent cuisine were there, and material for fun was not lacking.

W. V. Higgins, with the Buffalo Pottery, leaves next Monday for Boston, where he is to exhibit the concern's new samples for a week. After later visit-

ing the principal points in New England, Mr. Higgins returns to the Bartholdi, this city, on August 1 for a four weeks' engagement.

Otto Koscherak sails for Europe July 2 on business connected with the firm.

W. H. Dunn has engaged a suite of three sample-rooms at the Quincy House, Boston, which he is to occupy from July 9 to the 20th. His exhibit will include samples from the A. Radford Pottery Co., Fenton Art Glass Co., A. E. Hull Pottery Co and Clifton Art Pottery Co.

Robt. Wylie, formerly with Ed. Rorke & Co, has been engaged by Paul Joseph as inside man.

J. H. Harris, who buys for the Siegel-Cooper Co, New York, sailed Saturday on the Cedric for a month's vacation. His parents live in England, and he anticipates a visit to them with much pleasure.

W. H. Otten, of the New York office of the Fostoria Glass Co, is visiting the factory at Moundville to familiarize himself with the mechanical end of the business

L. C. Shepherd, with W. H. Dunn & Co., leaves on Friday for a period of recreation in Maine. He will likely remain away about ten days.

E. A. Unger, New York representative of the East Liverpool Potteries Co, came home on Saturday from a visit to the factory during which he selected samples for his new fall line.

H. C. Fry, of Rochester, Pa., made a hurried visit to New York on Monday, leaving for Philadelphia the same evening.

H. M. Felker, with the United States Glass Co., left last Thursday night for a six weeks' vacation, which will include a trip to Los Angeles, Cal. It is his first visit to the Pacific Coast.

W. O. Coleman, president of the Burley & Tyrell Co., Chicago, is home from a European trip.

Marshall W. Gleason, of the Gleason-Tiebout Glass Co, Brooklyn, was the recipient recently of a magnificent silver loving cup from the 450 employees of the company as a token of their esteem and in recognition of the twenty-fifth anniversary of his connection with the glass business.

Among the honeymooners at present touring the Eastern States are Mr and Mrs. S. Quigley Hamilton, who were wedded recently at Wellsburg, W. Va. Mrs. Hamilton was formerly Miss Josephine Kerr, of Wellsburg. The groom requires no introduction.

His lengthy association with the Riverside Glass Co. and present connection with the Tarentum Glass Co. have given "Quig" an acquaintance that extends over almost the length and breadth of the trade.

Thos. B. Cannon, who buys for Edw. Malley & Co., New Haven, Conn., was in New York one day last week and expressed himself as very well pleased with conditions in his department.

C. Dault, of Toledo, O., was in New York for a few days last week.

The selling force of the Strobel & Wilken Co., consisting of H. L. Lauderbach, A. K. Ackerman, C. F. Schwarz, H. K. Vierlinger, Harry Owens, Harry Beck and Walter Fishel, all came in last week for the season.

A. Keyser, with E. Offner, New Orleans, was a visitor to the city last week.

Fred M. McCoy is showing Geo. F. Bassett & Co.'s line at Grand Rapids this week while the furniture exhibit is on there.

Edwin Stout has resigned from the road staff of the Mayer Pottery Co., for which he traveled through the East, and has engaged with the Goodwin Pottery Co. His territory embraces New England and New York.

Chas. E. Githler has been appointed superintendent of the two factories operated by the Corning, N. Y., Glass Co.

W. E. Wood, formerly with the Peck Queensware Co., Pittsburgh, Kas., has accepted an engagement with W. H. Dunn & Co., whom he will hereafter represent in an order-booking capacity in this city. P. E. Griffiths has also been added to W. H. Dunn & Co.'s selling corps.

P. K. Clark, formerly of the American Lamp and Brass Co., who is now doing a manufacturers' agent's business in Philadelphia, was seen on West Broadway one day last week, looking well and hearty. He says that his business is profitable and that he is enjoying life.

In a long list of unusual lawsuits brought in this city since Jan. 1 the New York *Herald* relates that Samuel Scheier, a clerk in a local crockery store, left his Austrian home when he was seventeen, came to the United States, and in 1904 returned to Austria for a visit. He was declared to have originally left the country to avoid military duty and was thereupon impressed into the army. Standing on his rights as a naturalized American citizen, Scheier demanded release, but before this was officially arranged he had disguised himself as a woman nurse and escaped, mak-

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ing his way back here. He thinks \$100,000 would be the proper amende, and has sued for that amount.



Lawrence Froeber, who has been in Europe buy-goods, and incidentally taking the baths of Carlsbad, is due home next month on the 24th. He is said to be much improved in health.



Henry Endemann will sail for Europe July 9 on his regular visit to the factory at Limoges.



W. F. Ellisson, with the Iroquois China Co., arrived in New York this week, having completed his trips for the season. His business has been very large and he is enthusiastic over the prospects. He will take a vacation from now on, spending his time in the neighborhood of Niagara Falls, returning to New York to open his new line at the Bartholdi on the first of August.



Chas H Hall, who is now successfully conducting his late father's business in Springfield, Mass., was seen in the District on Wednesday. He remained but a short time, being en route from Asbury Park, where his family is located for the summer, to Springfield.



L. C. Bergman, of E. Bergman & Son, was at the firm's local office for several days this week with the idea of arranging his business affairs preparatory to his indefinite retirement from the trade. Mr. Bergman's health has been rather poor for some time, and he proposes to locate on a farm in Bucks county, Pa., until a pronounced improvement in his condition is noted.



Arthur Mountford, art director of the Homer Laughlin China Co., has been awarded the prize of \$30 offered for the best design to be used on a banner in the pageant at Liverpool, England, next August. Mr. Mountford turned the money over to the committee to assist in the purchase of the banner, which will bear the following inscription: "Greetings to Liverpool from her young namesake, East Liverpool, Ohio, America's Crockery City."



Wm. Scammell and his bride returned recently from their honeymoon trip through Europe. A couple of days after their arrival home "Billy" donned his traveling armor again, and is now showing the Maddock Pottery Co.'s line in Baltimore and Washington.



It isn't necessary for the attaches of Chas. Ahrenfeldt & Son's establishment to make expenditures nowadays for fish. Ever since E. T. Greiner, one of their co-workers, reached Lake Hopatcong a couple of weeks ago they have been kept busy unpacking pickerel and other toothsome specimens that have been made captive by Mr. Greiner. Leonard Stock, with the same concern, goes away on a similar mission

in a short time, and he has advised his friends to engage a moving van to accommodate the first installment that he sends down.



R. B. Parks and J. D. Dobbs, Southern representatives of Geo. F. Bassett & Co., arrived in New York on Tuesday to arrange for new samples for fall business.



Albert F. Lemcke has accepted a place on E. Bergman & Son's staff of salesmen. He is to devote his energy to the trade in Greater New York. Mr. Lemcke was formerly with the General Mfg. and Supply Co.



Geo. Wessells, who formerly bought china for the Imperial Dry Goods Co., Altoona, Pa., which was burnt out a couple of weeks ago, is in town. He says the company does not intend to rebuild, and in consequence he is seeking another engagement.



Among the few buyers in town this week were M. E. Herz, of Herz Bros., Terra Haute, Ind.; Geo. Bagnette and W. H. Dwyer, of Dwyer Bros., New Orleans; A. F. Ellis, with Almy Bigelow & Washburn, Salem, Mass.; S. V. Silverthorne, with Nugent & Bro. Dry Goods Co., St. Louis, Mo.; T. Barker, with R. H. White & Co., Boston.



E. F. Anderson, John J. Miller and Geo. B. Jones, the English importers, were passengers on the Caronia, which arrived on Wednesday morning.



Thos. Hamilton, with Jas. McCreery & Co., New York and Pittsburgh, arrived home from Europe on the St. Paul Monday morning.



B. F. Drakenfeld, of B. F. Drakenfeld & Co., sent a wireless telegram from below Sandy Hook that he would land on Thursday morning. Mr. Drakenfeld has been abroad several weeks combining business with pleasure.

DECALCOMANIES ARE LITHOGRAPHIC PRINTS.

THE decision of Judge Fischer in the decalcomanie transfers case, handed down a few days ago, was in favor of the importers. The local Appraiser returned the merchandise as "surface coated paper, printed," and duty was assessed at the rate of 3 cents per pound and 20 per cent ad valorem. The importers claimed that it was properly dutiable at the rate of 20 cents per pound, as lithographic prints.

After quoting a decision of the Supreme Court and the fact that the classification of decalcomanies as lithographic prints had been uniformly observed by the courts, the Board of Appraisers and classifying officers for the past thirty years with one exception, which applied only to lithographic cigar labels, Judge

Fischer continues: "The articles are made on a lithographic press, printed from a lithographic stone, and prepared by a lithographer. We find, accordingly, that decalcomanies are in fact lithographic prints."

UTICA FIRM IN TROUBLE.

A PETITION in involuntary bankruptcy has been filed against the Utica Crockery Co., of Utica, N. Y. This action against the concern followed the awarding of a judgment with costs amounting to \$88,51, in favor of the Macbeth-Evans Glass Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc. for the week ending
June 25, 1907.

ANTWERP

82 packages glassware	B Gunthel
25 "	W P Graham & Co
21 "	A Berger & Co
14 "	J M Shaw & Co
9 "	L Straus & Sons
66 "	E Utard
106 "	Miscellaneous Orders
69 " earthenware	Geo Borgfeldt & Co
56 "	O Goetz
24 "	Koscherak Bros
19 "	Miscellaneous Orders
107 " toys	Geo Borgfeldt & Co
67 "	R F Downing & Co
196 "	C B Rouss
2 "	R H Macy & Co
96 "	B Ilfelder & Co
35 "	Miscellaneous Orders

BRUNNEN

5 packages glassware	L Straus & Sons
12 "	Hamburger & Co
3 "	A Steinhardt & Bro
144 "	Miscellaneous Orders
3 " chinaware	Geo H Wheelock & Co
1 " earthenware	L Straus & Sons
70 "	Geo Borgfeldt & Co
36 "	Knauth, Nachod & Kuhne
8 "	N Wapler
54 "	The Julius Levy Co
68 "	Miscellaneous Orders
64 " toys	Geo Borgfeldt & Co
105 "	L H Mace & Co
19 "	C B Rouss
300 "	Miscellaneous Orders

SOUTHAMPTON

12 packages chinaware	Bawo & Dotter
18 "	L Straus & Sons
15 "	J H Venon
61 "	Blakeman & Henderson
10 "	C L Dwenger
2 "	Higgins & Seiter
51 "	Paroutaud & Watson
38 "	Vogt & Dose
17 "	Wm Guerin & Co
14 "	Miscellaneous Orders

DAVIES

68 packages chinaware	Paroutaud & Watson
321 "	L D Bloch & Co
46 "	Endemann & Churchill
300 "	Haviland & Co
34 "	Vogt & Dose
118 "	Miscellaneous Orders
231 " glassware	E Utard

HAMBURG

37 packages glassware	Fensterer & Ruhe
42 "	Bawo & Dotter
7 "	G F Bassett & Co
6 "	Brown Bros
110 "	Eimer & Amend
5 "	Knauth, Nachod & Kuhne
62 "	L Straus & Sons
595 "	W R Noe
20 "	F Euler & Co
183 "	O O Friedlander
1 "	N Wapler
425 "	Miscellaneous Orders
354 " earthenware	Geo Borgfeldt & Co
7 "	C Ahrenfeldt & Son
7 "	F Bing & Co
45 "	O Goetz
22 "	Hamburger & Co
76 "	Knauth, Nachod & Kuhne
5 "	E R Thielor
122 "	J Wygand & Co
67 "	L D Bloch & Co
259 "	F W Woolworth
13 "	N Wapler
244 "	B Ilfelder & Co
120 "	The Julius Levy Co
61 "	Miscellaneous Orders
78 " toys	B Ilfelder
1 "	Bawo & Dotter
8 "	L H Mace & Co
9 "	C B Rouss
135 "	O O Friedlander
167 "	Miscellaneous Orders

LIMOGES

150 packages chinaware	W L Briggs
------------------------	------------

TRIESTE

68 packages glassware	A L Crawford
-----------------------	--------------

ROTTERDAM

30 packages earthenware	Karl Hutter
412 "	Geo Borgfeldt & Co
69 "	L D Bloch & Co
66 "	B Ilfelder & Co
10 "	L Straus & Sons
81 "	Bawo & Dotter
7 "	A Steinhardt & Co
67 "	Miscellaneous Orders
33 " chin w re	Geo H Wheelock & Co
61 " toys	F A O Schwartz
2 "	Hamburger & Co
222 "	B Ilfelder & Co
8 "	Samstag & Hilder Bros
143 "	Miscellaneous Orders

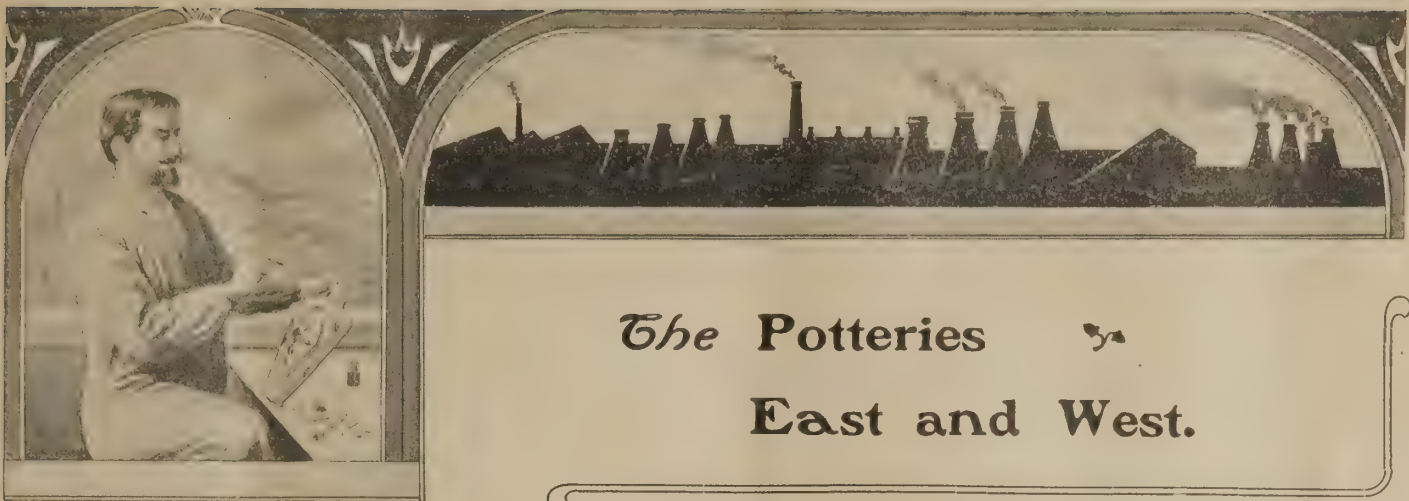
LIVERPOOL

7 packages chinaware	Ceramic Importing Co
40 "	Chas Ahrenfeldt & Son
18 "	Miscellaneous Orders
20 " earthenware	G F Bassett & Co
4 "	E Boote
30 "	Geo Borgfeldt & Co
10 "	J Davison
14 "	Knauth, Nachod & Kuhne
32 "	Meakin & Ridgway
29 "	Maddock & Miller
13 "	J S Robertson
9 "	R Slimmon & Co
11 "	Geo H Wheelock & Co
27 "	The Julius Levy Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

30 packages earthenware	Jones, McDuffee & Statton Co
7 "	F W Miller & Co
3 "	Rowland & Marsellus Co
9 "	A W Chesterton
67 "	Mitchell, Woodbury Co
3 "	Richard Briggs Co
1 "	Miscellaneous Orders



The Potteries East and West.

The midsummer meeting of the East Liverpool United States Potters' Association and Vicinity. at the Hotel Schenley, Pittsburgh, last week was of such a beneficial character that suggestions are being made to have these gatherings either monthly or quarterly. As stated in our last issue, aside from the adoption of the report of the committee on package rates, the balance of the session was devoted to informal discussions on trade topics. It was these heart-to-heart utterances which made the meeting the success that it was. President N. A. Frederick, of the Globe Pottery Co., believes that the manufacturers should hold social sessions more frequently. "A world of good is to be obtained through these gatherings, and discussions upon general topics would be of decided benefit to the trade," he said. Many other manufacturers entertain the same view.

* *

At least six potteries throughout the district were inconvenienced during the past week because of a strike among the batter-out boys employed by the jiggermen. Manufacturers are insisting that perfect shall be made. Many boys have refrained from polishing the bats of clay, and when the attention of the manufacturers was called to the fact, notices were issued accordingly. The boys at first refused to change their mode of procedure, but later when they noticed the manufacturers remaining firm the "strike" was declared off. Officials of the National Brotherhood of Operative Potters declared the action of the boys a most silly one.

* *

C. W. Harrison, the decalcomanie agent, with offices in Trenton, N. J., is paying his last visit to the Western potteries before his departure for England in July. He will remain abroad about a month.

* *

Charles P. Cox and F. E. Bermas of New York were the only buyers in the district during the past week. They have placed some heavy orders for early delivery.

* *

Eugene B. Bradshaw, of this city, was struck and paralyzed by lightning while playing golf during

the State golf tournament at Youngstown last week. Mr. Bradshaw was one of the original owners of the Bradshaw Pottery at Niles, O. He was removed to the hospital and is now improving.

* *

The Cartwright Bros. Pottery Co. have completed plans for the erection of an additional kiln, having secured the vacation of an unused street in the rear of their property for this purpose.

* *

An extension is being built to the clay department of the Colonial Pottery Co. in order that the firm may keep up with its increased business.

* *

A water set of seven pieces, handsomely decorated, is among the new things being shown by the National Pottery Co.

* *

F. B. Medd has left for a trip through Western New York and Pennsylvania in the interest of the Harker Pottery Co.

✂

An investigation by Secretary Clum, of Trenton. the Trenton Board of Trade, has brought out the fact that the city suffers from a scarcity of skilled labor. This condition he says, is particularly serious in the pottery industry. One manufacturer whom he interrogated on the subject replied by letter as follows:

"For some time past we have had to contend with a great scarcity of labor, both skilled and unskilled. It seems to us that with increased factories in our town the scarcity of labor would become so great that it would be impossible to work anything like full capacity. We are naturally anxious to see our town grow up and progress, but we cannot shut our eyes to the shortage of labor, and in consequence the independence of the labor organizations, resulting in the great difficulties which we have to contend with in the management of our potteries. We are, therefore, compelled to take the stand that we are adverse to increasing the industrial enterprises of this city until the labor shortage can be relieved."

But the *Trades Union Advocate*, a local labor publication, doesn't take kindly to the contention that this reputed shortage really prevails. In last Saturday's issue it characterized the move as one to

"flood the streets of Trenton with idle workmen," and insists "that there are quite enough workmen in the city now to satisfy present needs." The *Advocate's* argument may be all right with regard to some industries, but it is scarcely true of pottery manufacture. The restriction placed upon the employment of apprentices in this trade has created a situation that demands relief.

Chas. A. May, president of the Maddock Pottery Co., returns home this week from Toronto, Can., where he has been in attendance at the annual convention of the water commissioners of the country. Mr. May has been a valued member of the board for several years.

With the object of furthering the movement to remove the freight difficulties that at present confront Trenton manufacturers, a largely-attended meeting of the local board of trade was held a few evenings ago. The city's pottery interests were well represented, and one manufacturer, M. Collear, of the Maddock Pottery Co., explained the inconvenience and unsatisfactory nature of the existing system. Mayor Gnichtel and several merchants and manufacturers spoke, as did also representatives of the Pennsylvania and P. & R. railroad companies. The latter declared that the "Pennsy" and Reading were anxious to satisfy local shippers, and early relief therefore is expected.

Samuel Walker Jr., of the Keystone Pottery Co., was added last week to the board of directors of the Trenton Trust and Safe Deposit Co.

Building permits for the enlargement of their plant have been taken out by the Trenton Fire Clay and Porcelain Co.

Prof. Frank Applegate, of Atlanta, Ill., has been secured as professor of modeling at the art school, his term to begin in the fall. He is a graduate of the University of Illinois and is at present in Paris engaged in the study of decorative modeling and pottery.

W. A. Tanner, of the Bristol, Tenn., China Co., was in town a few days ago and placed some acceptable business with local concerns.

Workmen have reached the second
Wheeling, story in the construction of the new
W. Va. decorating shop for the Warwick
China Co. The firm will enjoy a
brief summer vacation, resuming July 7. No new
shapes are to be shown for the fall, but a host of new
decorations have been arranged for all lines.

The Taylor, Smith & Taylor Co.
Chester, W. Va. are having an unusual run with
their latest novelty, the "Poster
Girl" series. The idea is a new one, and a heavy

business is being booked for the line. Two new
sprig patterns are to be shown in dinner ware for the
fall. W. L. Smith, Jr., has been made sales manager
of the concern. He will make one more trip before
retiring from the road to care for his new duties.

Collins McLane, who promoted the
Augusta, Ga. erection of a two-kiln pottery here,
has gone to East Liverpool O., to
arrange for machinery and a number of workmen.
It is planned to have the plant in operation by Nov. 1.
Sufficient machinery is to be secured to equal the
capacity of seven kilns. Fielding Wallace, secretary
of the new company, also went to East Liverpool to
investigate pottery conditions.

OBITUARY.

MRS. HARRIET TAMS, wife of Jas. Tams, of
the Greenwood Pottery Co., died of pneumonia
several days ago at her home in Trenton. She was
sixty-four years of age.

Mrs. Samuel C. Pirie, wife of S. C. Pirie, of
Brooklyn, a member of the firm of Carson, Pirie &
Scott, of Chicago, died at their summer home at Sea
Cliff, N. Y., on Monday. Mr. Pirie was in Chicago
on a business trip at the time of his wife's death.

SUMMER DIVERSION.

CROCKERY buyers from out of town looking for a
place to pass a pleasant evening can not do
better than attend one of the many Keith & Proctor
theatres. They are so scattered about the city that
no matter where domiciled one is always handy, and
choice can be made between the legitimate and vaude-
ville. The houses are all cool and comfortable, and
nothing objectionable is ever permitted on the boards;
so that a man may take his family without hesitancy.
The plays performed this season are of a really high
order, while the vaudeville talent is the best procurable.

POTTERS WON'T MIGRATE SOUTHWARD.

EUGENE ANDERSON, secretary of the Macon,
Ga., chamber of commerce, is engaged in an
effort to induce skilled potters to accept positions in
that city. He is meeting with considerable difficulty,
however, and unless the operatives respond to his
request in larger numbers the idea of locating a plant
there may be temporarily abandoned. No trouble
regarding capital for the enterprise has been experi-
enced, and the delay in the construction of the pottery
is caused wholly by the labor scarcity.



Pittsburgh and Vicinity. Not all the glass factories will take a two weeks' vacation. Some of the independent factories will suspend operations for one week only. They say that to stop for a longer period would seriously interfere with their business and render it difficult to catch up with orders.

A number of buyers are expected in the district to place their fall business during the coming fortnight.

The annual wage conference between the firms composing the American Association of Flint and Lime Glass Manufacturers and representatives of the employees will be held at the Hotel Warwick, Newport News, commencing July 24.

D. H. Stoehr, manager of the Chicago office of the Pittsburgh Lamp, Brass and Glass Co., has returned to his home after spending several days at the Pittsburgh offices.

At the offices of the United States Glass Co. it is announced that the business of the past six months has exceeded all expectations. The staple lines have sold remarkably well, while the orders for the numerous novelties of this concern have been active all along the line. Some heavy fall business was booked. D. H. Prosser, representing the company in Western New York and Canada, and W. J. Crawford, who travels the New England district, are at the home office preparing their lines before starting out July 20 for their fall trips.

Four new etched decorations are being shown on gas globes by the Consolidated Lamp and Glass Co. It is the policy of President McAfee to always keep a little ahead of the times, and this he has done successfully during the past season.



Rochester, Pa. So rushed with orders is the Rochester Tumbler Works that the plants under this management will close down for one week only, resuming July 8. A

new finishing room has been added to the Rochester plant, doubling the capacity of that department. The firm has now caught up with its back business and is able to make prompt shipments

Operations will be suspended for only one week at the plant of the Rochester Cut Glass Co. An extensive holiday business is already being booked by this concern.

Very brief will be the suspension at the H. C. Fry plant. The ware is needed, and as little time as possible will be lost during the summer.



President B. W. Jacobs, of the Ohio **Lancaster, O.** Flint Glass Co., is well satisfied with the business handled during the past half year. The "Chippendale" and "Gloria" patterns of the "Krys-Tol" line have met with popular favor throughout the season, and a large business has been done on the other lines also.



Wheeling, W. Va. Arrangements are being made in all the flint factories throughout this district to suspend operations for the first two weeks in July. The plants that will close are the Jefferson at Follansbee, Imperial and Rodefer's at Bellaire, Northwood and Central at Wheeling, Fostoria at Moundsville, Riverside and Eagle at Wellsburg. The Crystal at Bridgeport has been shut down for several weeks.



Bellaire, O. The jury in the case of the State of Ohio vs. T. A. Rodefer last week returned a verdict of guilty, as indicted by the grand jury, for employing a child under sixteen years of age in a factory after seven o'clock. Judge Pollock did not impose a sentence. Rodefer's attorneys claim that the law is unconstitutional and will carry it up to the Supreme court. The case is a little out of the ordinary. One of the workmen had

a son who was willing to work and whom the father wanted to work rather than run the streets in idleness. He worked with his father, and Mr. Rodefer was punished for permitting him to do so.



The Tarentum Glass Co. has arranged for the usual brief summer holiday season commencing June 29. This concern enjoyed a most prosperous business during the past six months. Harry Barrètt, who was formerly factory manager for the Crystal Glass Co. at Bellaire, O., has taken the position of factory manager with the Tarentum Co., effective July 1.



A proposition has been laid before the Board of Trade to dispose of the property of the old Specialty Glass Co. to Pittsburgh parties who plan to rebuild and operate the factory.



The plant of the Fostoria Glass Co. will shut down for the annual summer stop on Saturday. Among the improvements to be made during the suspension will be the installation of two new boilers. The company has enjoyed a prosperous run of business during the past year and will resume with heavy orders ahead.



A controlling interest in the stock of the Mannington Glass Works has been purchased by F. W. Bartlett. This stock, representing sixty-five per cent of the total capital, was formerly held by E. J. Thomas and the Bank of Mannington.

BUSINESS BRIEFS.

The Cheyenne Glass Co.'s factory, Caney, Kans., was recently burned. Loss, \$30,000.

The National Cut Glass Co., Minneapolis, Minn., has been incorporated. Capital, \$25,000.

Brockway Machine Bottle Co., Olean, N. Y., has been incorporated with a capital of \$34,000.

Wolf Nadler, 137 Bowery, this city, suffered a slight loss on his crockery stock by fire recently.

Whittington-Curtis Mfg. Co., Binghamton, N. Y., silverware, etc., has been incorporated. Capital, \$75,000.

H. B. Rossiter, trustee in bankruptcy of the Pacific Stores Co., Los Angeles, Cal., has issued a statement to the effect that the concern's deficit will

reach about \$60,000. If the stockholders can be compelled to pay all of their subscriptions, about \$40,000 of which has not yet been paid in, the creditors will lose nothing.

Irving L. Ernst has been appointed receiver in bankruptcy for the Unionport Pottery Co., of Unionport, N. Y.

Owing to the breaking of a furnace cap the Moore Bros. glass factory, Clayton, N. Y., will not resume operations until the fall.

The Skillen-Goodin Glass Co., Yorktown Ind., will present new suits to the volunteer fire fighters whose clothing was ruined while extinguishing a recent fire in that factory.

The Model Glass Works, manufacturing bottles at Summitville, Ind., is to be extensively improved during the coming summer. It is said that \$50,000 will be spent on the plant.

The Home Brewing Co., of Richmond, Va., claiming that they were unable to get sufficient bottles for their use, and at the proper price, last week purchased through the C. F. Sauer Co. all the stock, machinery and apparatus of the Southern Glass Co., and will immediately install additional machinery for increasing the output. It is expected that the C. F. Sauer Co. and the Home Brewing Co. will take the entire output of the plant.

A POOR EXCUSE.

An excuse is a "lame duck" at the best, but if half the excuses were logical and reasonable they might be tolerated. When the buyer is called to account because his department "fell down" he will usually put the blame on the weather, and when that fails he will try to hide behind "Well, you can't make people buy."

Why, of course, you can't. Nobody can. I can't compel you to buy, Mr. Merchant, unless you want to buy, or need the goods. But that's not a fair excuse for a department or a business falling behind, because it is not a good reason.

The people are never wholly supplied, never entirely without wants. They are always ready to buy, always buying. Then the evident course to pursue would be to interest the buyers and get them coming, always coming.

When they are not constantly coming there is something wrong with the business or the department. Either prices are high, goods are inferior, stock is deficient, or there is misrepresentation, or some weak point that has caused the trade to fall away. Remove the cause and the trouble will cease.

It is only the hungry man who takes an interest in the cook; but the cook must make it interesting for the hungry man in order to retain his interest.—*Dry Goods Economist.*



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE is part of the stamp, in order to

AVOID IMITATIONS.

William L. Briggs,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903
Hors Concours, St. Louis, 1904.

RECEIVER FOR UNION POTTERIES CO.

APPPOINTMENT has been made of a receiver for the Union Potteries Co., of Pittsburgh, Pa., despite the determination of the firm to fight such action. The receivership appointment was made on the strength of representations made by Frederick Robertson & Co., of Tonawanda, N. Y., and Adolph Cohen and H. Weinberg & Co., of New York, who, in their applications for a petition in bankruptcy, made claims against the concern amounting to \$2,544,28.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN wanted to work on commission basis for first-class pottery engaged in the manufacture of staple and fancy lines. Excellent line of goods to sell. Address Box 467, this office.

OLD-ESTABLISHED New York importing house, doing both an import as well as a stock business, carrying the right line of goods at right prices, offers excellent opportunities to thoroughly competent, clean cut, aggressive salesmen, with established trade, who will begin at moderate salary until ability to make good is established. State age, experience, salary expected and references. Letters treated confidentially. Address HUSTLE & MAKEGOOD, this office.

WANTED—By an importing house, a wide-awake, up-to-date salesman who understands English, French and German pottery and glass, to travel with well-established lines. Correspondence treated confidentially. Address Box 468, this office.

WANTED—Experienced man to take full charge of the manufacture of electrical porcelain. Good opportunity for right man. All applications confidential. Apply by letter. Address ELECTRICAL PORCELAIN, Windsor Hotel, Trenton, N. J.

WANTED—For East Liverpool, a resident representative for the sale of decalcomanie and potters' materials. Address Box 472, this office.

SITUATIONS WANTED.

WANTED—By an experienced five- and ten-cent store man, position as buyer or manager. Ten years' experience. Am thoroughly familiar with the New York market, as well as Western and Eastern manufacturers of five- and ten-cent goods. Can buy for or manage large or small stores. Also familiar with the opening work of a new store and the general management of up-to-date five- and ten-cent stores. Further information and reference furnished upon request. Address 7107 HARLEM, this office.

WANTED—By a man of long experience, position in a cut glass establishment as salesman, manager or working foreman. Address Box 474, this office.

BUSINESS OPPORTUNITIES.

MODERN plant in the West is desirous of meeting good commercial man with some capital. Six kilns electricity for power and light, natural gas for fuel. About six glost kilns ware on hand, and all ready to operate. Address, first instance, Box 921, this office.

TO DECORATED OPAL GLASS MANUFACTURERS.—I want between 200 and 300 gross of six-piece decorated bureau sets for delivery between now and January 1st. Address Box 473, this office.

FOR SALE.

FOR SALE—Five-kiln pottery adapted for the manufacture of sanitary ware, fire clay, bath tubs, sinks, etc., and all kinds of vitreous ware and porcelain. If sold, special arrangements may be made for bodies, glazes, etc., in use by owner, who has been sixty-three years in the business and who is now retiring by reason of his age. This pottery is in full operation and will be operated until sold. Has never employed traveling salesmen and has continuously on hand orders sufficient to warrant the use of three to five more kilns. Here is an opportunity to get a plant that was rebuilt two years ago and is running to its full capacity. Sold only on account of the ill health of proprietor, a man seventy-six years of age, for whom I am private counsellor. Arrangements may be made also for present owner or his family to retain interest in pottery, if purchaser has not sufficient funds to pay purchase price. Communicate with J. LEFFERTS CONARD, Counsellor-at-Law, Trenton, N. J.

FOR SALE—A plant devoted to the manufacture of stilt, spurs and pins, now in operation on a paying basis, and which is offered for sale only because the owners are anxious to retire. Business has been conducted twenty years at a profit, and was never more successful than right now. Can be bought for \$15,600. This includes fine brick factory building and two frame buildings, six city lots, \$1,800 worth of manufactured stock, and every article of machinery, office equipments and raw materials required for the continuation of the business. An opportunity to step into a profitable business by making a comparatively small investment. Write me for further particulars. M. P. DEVLIN, Counselor-at-Law, 135 East State St., Trenton, N. J.

FOR SALE—In a New England city of 70,000, in a new building centrally located, a china, glass and kitchen-furnishing store (40 x 100, two floors). Nice, clean stock. Business increasing. Best of reasons for selling. Established in 1890. Address H, this office.

FOR RENT.

SPACE containing 1,200 square feet, suitable for displaying a line of glass or crockery. Fixtures go with space. Cheapest rent in Chicago. Also a smaller space if desired. Address RENT, this office.

Fry Cut Glass Wins

APPRECIATION EVERYWHERE.

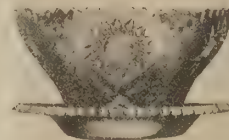


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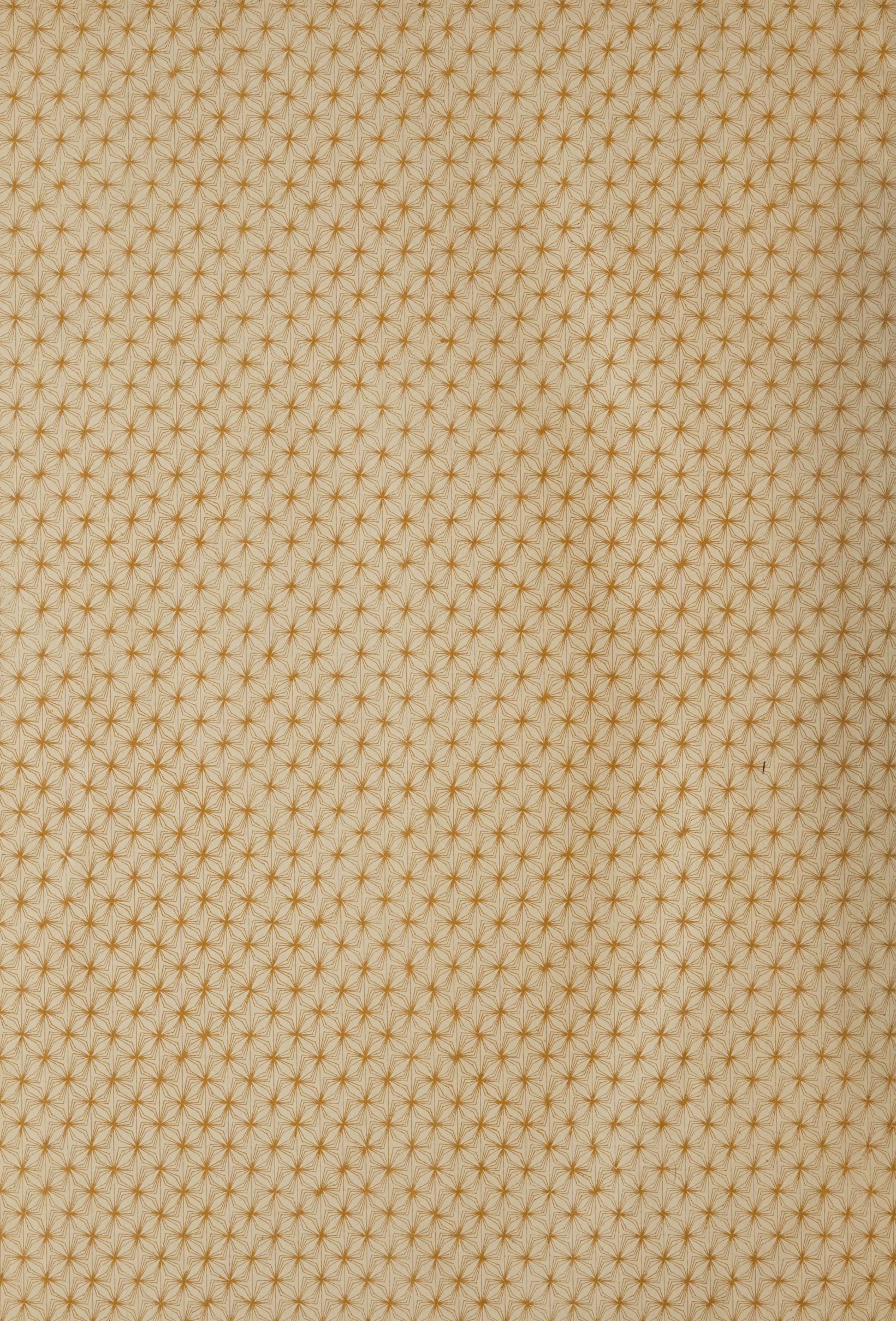
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AS FAST
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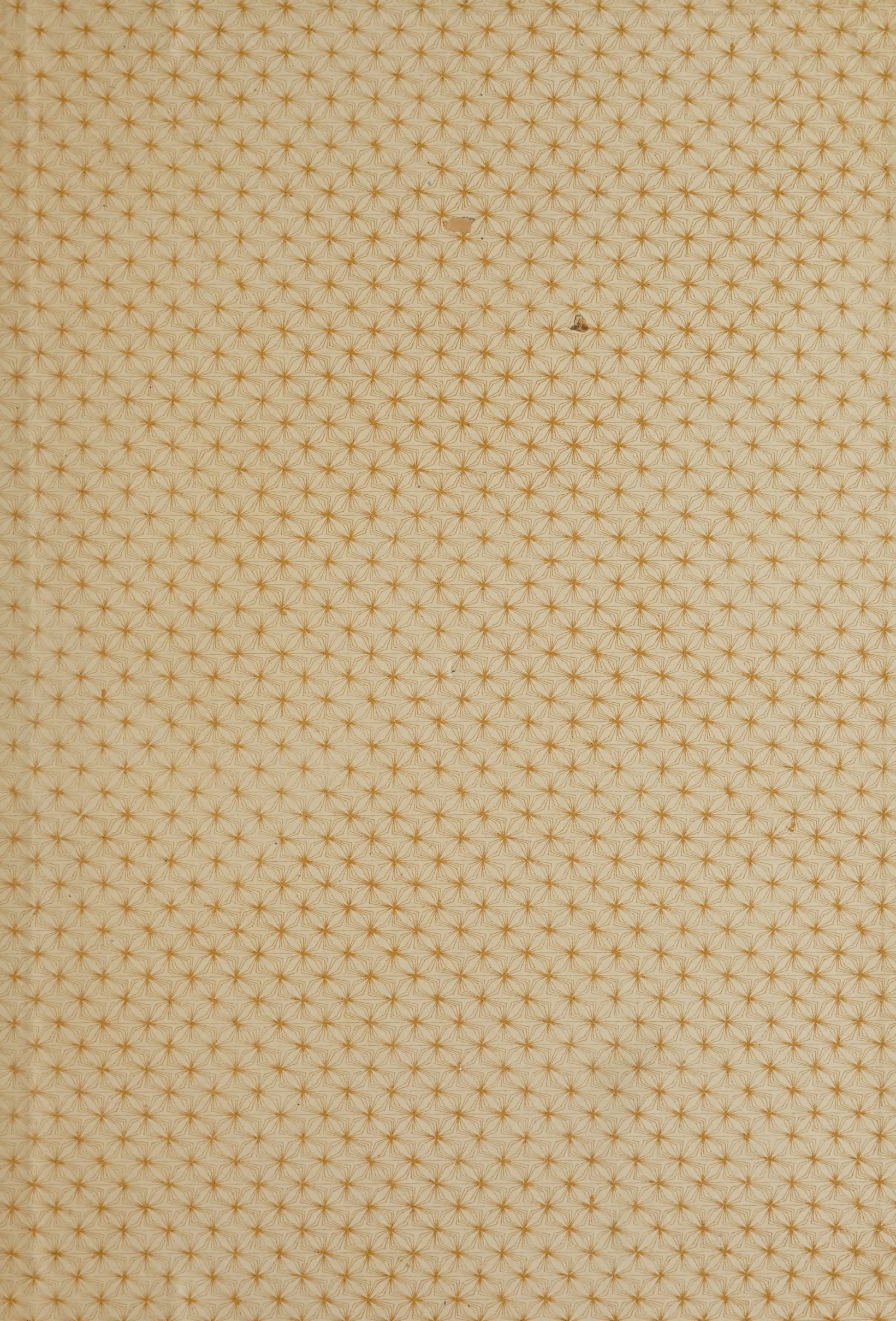


H. C. Fry Glass Co.

ROCHESTER, PA.

Sample Room at 66 Murray St., New York.





UNIVERSITY OF ILLINOIS-URBANA



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